THE GARAGE AND MOTOR AGENT

November 29, 1952

Terse Talk: PURCHASE-TAX JUSTICE

The Garage & Motor Agent

Vol. 78 (9) No. 2037
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F 89 R	C 99 F	E 113 FR	A 134/10 R
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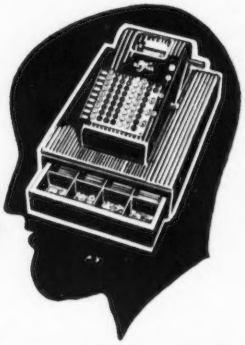

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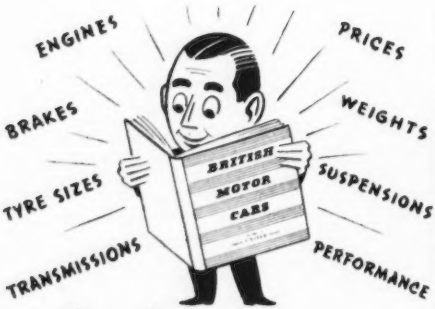

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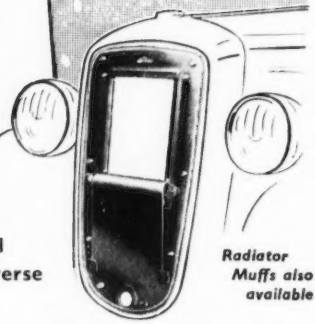

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POINTS

to consider in brake maintenance

PREVENTION OF GRAB AND JUDDER.

These faults may well be caused by weakness or slackness of any component from the brake shoe itself, through the brake assembly and axle, back to the spring hangers.

Chamfering the lining, particularly at the leading end of the leading shoe is a likely palliative, because it alters the geometric relationship between the lining arc and the shoe anchor or abutment. In fact, if the fault is inherent in the design it can probably be cured by cutting the lining back to the second rivet from the leading end.

The normal object of chamfering is to counteract the fact that the lining is liable to jut off at a tangent beyond the end pair of rivets instead of following the shoe contour.

CLEANLINESS

While the shoes are dismantled from the brake assembly it is a good opportunity to clean the latter thoroughly and lubricate as necessary. When reassembling shoes do not allow dirty hands to foul the lining.

Raybestos lined shoes are supplied with adhesive tape to protect them and this should not be removed until just prior to refitting the drums.

ADJUSTMENT

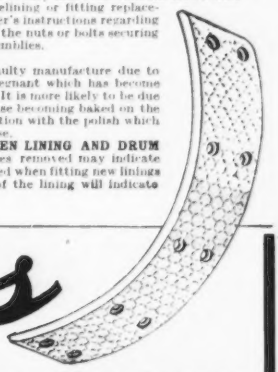
Most modern car brakes do not require the use of feeler gauges when adjusting. In fact it is so easy that even what should be done might be overlooked when relining or fitting replacement shoes. Follow the maker's instructions regarding the slackening or tightening of the nuts or bolts securing the expander and adjuster assemblies.

GLAZED LININGS

This condition may arise from faulty manufacture due to which the lining has exuded impregnant which has become baked on the surface of the lining. It is more likely to be due to foreign matter such as oil or grease becoming baked on the lining. Do not confuse a glazed condition with the polish which a lining should normally acquire in use.

ENSURE CORRECT CONTACT BETWEEN LINING AND DRUM

Uneven wear of the linings on the shoes removed may indicate faulty adjustment which should be corrected when fitting new linings or shoes. Uneven wear across the width of the lining will indicate a cocked shoe or a bell-mouthed drum.



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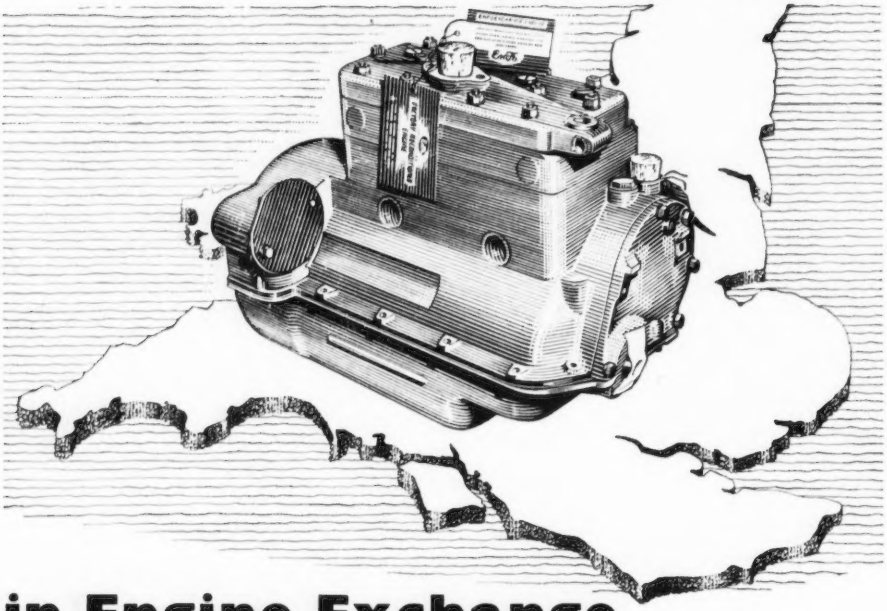

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The Garage & Motor Agent

Vol. 78—(9) No. 2037

November 29th, 1952

THE INDEPENDENT AND PRACTICAL TRADE PAPER

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TERSE TALKS ON TRADE TOPICS: 1747th

Purchase-Tax Justice ?

TALKING about the current agitation over the crippling effect of purchase tax on new-car sales, a reader remarked in our Motor Trade Parliament last week that other industries carrying 66 per cent. purchase tax have equally strong grounds for a reduction, and that no Government could risk the political repercussions of a "concession" to the motor industry alone. Is this view uncommon? It would appear not, from conversations that we have had with motor agents.

Let us, therefore, give a reminder that we have repeated periodically ever since this thoroughly bad tax was introduced. This is that the customers of the motor trade are penalised in three ways for daring to make themselves more useful members of society. First, they are discouraged from owning a car by purchase tax. Next, ability to use the car is subject to payment of the so-called road tax. Third, actual use of the car is restricted by the petrol tax. In addition, motorists have to pay local road rates.

The buyer of a small new car has to pay over £200 in purchase tax. In the next ten years he will pay £125 in annual tax and at least £175 in petrol tax, the last two amounts almost equalling the original basic price of the car. Expressed another way, he will be paying yearly to the Exchequer a sum equal to about 10 per cent. of the basic price for the right to use the car for one year.

No other goods on which purchase tax is imposed are liable to an additional tax on use, for even radio and television set owners are buying entertainment with their fees. Is it then true to say that other industries have equally strong grounds for a reduction in purchase tax? And is it right to describe the reduction demanded as a "concession"?

Individual members of the motor industry who have so far hesitated about tackling their M.P.s on the question, can go ahead, confident that they are acting in the cause of common justice.

Editor

WHAT DO *YOU* THINK ABOUT IT?

Appeals Against Higher

Procedure by which any aggrieved heard at the

Complicated subject

ALTHOUGH, as was reported in the issue of "The G. & M.A." dated May 10th, the Government have had to abandon the plan for introducing new rating valuation lists in April next, reassessment of business premises is now taking place. *New values established are being inserted in the current valuation lists and payment of rates demanded on the new figures.*

In most cases the new values are considerably higher than the old ones and therefore many rated occupiers and owners are anxious to know the steps they may take in appealing against increased rateable values.

The subject of valuation for rating is somewhat complicated, as is the new appellate procedure, and it is readily understandable that to the "man in the street" the whole business is quite confusing.

For the purpose of making an examination of essential requirements we will divide the procedure into three stages, viz., proposal, objection and appeal.

Let us assume that Mr. A, the occupier of, say, a garage, filling station and living accommodation, has received from the local valuation

By E. A. BROMFIELD

officer a copy of a proposal to increase the rating assessment. The proposed new rateable value is substantially higher than the present assessment and, naturally, Mr. A exhibits considerable concern. What can he do? He can object. Yes—but how?

His first step is to make an appointment to see the valuation officer (*now an Inland Revenue official, not a local government rating officer*) whose name and address will be found on the copy of the proposal.

On keeping the appointment, Mr. A finds that the valuation officer is most helpful in discussing his case, telling him why it is that an increase is proposed and, possibly, that the present value does not reflect the modern rental value since the premises have not been revalued since 1934—when the last quinquennial revaluation was held—if such is the case.

After exchanging views and endeavouring to reach a settlement, Mr. A. and the valuation officer are unable to agree, Mr. A saying that he cannot accept the proposal and the official declining to reduce the new value he proposes. Mr. A then inquires as to the next step.

Lodging the objection

The valuation officer explains that it will be necessary for Mr. A to lodge an objection and supplies the necessary form, stressing that *it must be completed and lodged with him within 21 days from the date on which he served his proposal.*

So now we have the position where Mr. A has lodged a formal objection to the proposal made by the valuation officer. The next step is that within 21 days of his having received the objection the valuation officer serves upon Mr. A a notice of appeal and the case goes forward to the Valuation Court.

This court, set up under the Local Government Act, 1948, and replacing the former Assessment Committee, comprises a chairman, two other members of a local valuation panel and a clerk. And here it should be noted that the duties of the clerk, and his staff, do not include the actual valuation of hereditaments. (Rateable properties.—Ed.)

In due course Mr. A's case comes before the court which, except for

Rating Assessments

garagist can make his objections highest level

special matters, sits in public and where evidence may be taken on oath. The proceedings are comparatively informal and Mr. A, had he felt himself able to do so, could have conducted his own case. As his case is rather involved and there are technical and legal points at issue he has, very wisely, engaged the services of a professional adviser to represent him.

After all the evidence has been heard and both sides have had the opportunity of calling and examining witnesses, the court gives its decision as to the entry to be made in the valuation list.

To House of Lords

Let us now imagine that the court confirms the valuation officer's proposal and that Mr. A—still "an aggrieved person"—wishes to take the matter further: What is his next step? He may appeal to the Lands Tribunal, a new court of appeal, where it is essential for him to be professionally represented. If the tribunal upholds the decision of the valuation court and Mr. A is not satisfied, the case, by agreement between the parties, may be referred to arbitration. His case may also be taken to the Court of Appeal, thence to the House of Lords, though on points of law only.

Now let us consider the case of Mr. B, a motor agent who, though not receiving a proposal from the valuation officer, is of the opinion that his rating assessment is too high and wishes to apply for a reduction. What can *he* do?

Can make proposal

First he should note that *at any time* he may make a proposal for an alteration to his assessment—and such a proposal could have been made by Mr. A had he failed to lodge his objection to the valuation officer's proposal within the time stipulated: though only after the new figure had been confirmed and inserted in the valuation list.

Mr. B, also being advised to see the valuation officer, ascertains his address from the local telephone directory, under Inland Revenue, and makes an appointment.

This time it is Mr. B who completes a form of proposal which he lodges with the valuation officer who, in this

OXFORD TYRE SERVICE. — Kerry's (Great Britain), Ltd., have opened a new tyre service station at Cherwell Street, Oxford. This implements the company's policy to make available to the trade full stocks of both new and remould c.v., car, agricultural and earthmover covers, tubes and tyre accessories, and to give a comprehensive tyre service at all their branches, they say. These Kerry tyre service stations operate vans for roadside breakdowns.

instance, has 21 days within which to lodge an objection with Mr. B. On receipt of the objection Mr. B goes once again to the valuation officer to arrange an appeal to the Valuation Court. The procedure there is the same as it was in the case of Mr. A.

The completion of the various forms is not a particularly difficult task and the valuation officers are quite helpful in giving guidance on phrasing the grounds of the proposals or objections and in advising ratepayers as to procedure generally.

Seeing valuation list

Should Mr. A or Mr. B wish to ascertain the assessments of premises similar to their own, or in their opinion comparable, they may, at any reasonable time and without charge, inspect the valuation list. But it is of importance for them to know that it has been held in law that *the assessment of comparable properties cannot be taken into consideration if it is established that the assessment of the property under appeal is correct.*

Alterations made to the valuation lists as a result of proposals have effect from the first day of the rating period in which the proposals are made; thus, both the ratepayer and local authority are entitled to an increase or reduction of rates from the commencement of the rating year, even though the proposal may not be made before the end of the year. Exception is made in respect of new or altered rateable properties, in which cases the operative dates are the dates of the happening of the events.

Cannot delay payment

It should be noted that the ratepayer has no right to delay payment of the amount demanded by the local authority because an appeal is pending. After the appeal has been heard any overpayment made by him must be refunded or any balance due to the rating authority must be paid. But the authority can only enforce payment of that sum that would have been recoverable in respect of the former assessment and not the increased value under appeal, unless the increase is due to improvements or alterations or both.

Why is it that the rating assessments of business premises are being increased—in some cases very substantially? The principal reason, (and it must be emphasised *again*) is that the valuation of commercial premises is based on the gross estimated rental value and, as is well known, rental values have risen very considerably since the time of the last revaluation in 1934. In some areas certain properties have been reassessed since 1934, and in those cases the assessments may need to have adjustments only.

In valuing a garage, showrooms or other business premises, the valuation officer primarily must concern himself with an examination of the rents actually being paid for that type of property in that particular area, for his valuation is on *current values.* He also has to have regard to details of recent leases of comparable premises and to trends of rents.

"Grievous burden"

Inevitable increases in rating assessments, multiplied by the expected increased amounts of rates-in-the-£ can only result in occupiers of business premises being called upon to bear a most grievous burden of extra rates. And even though traders may be forced to pass on the increased rate charge to their customers it is very doubtful indeed whether they will be able to obtain the same profit from their businesses in order to balance the extra outgoing.

It is therefore clearly imperative that any rated occupier or owner of premises within the motor industry receiving a proposal as to an increased assessment, or otherwise being of opinion that some adjustment to his rateable value is warranted, should lose no time either in approaching his local valuation officer himself or in engaging some suitably qualified person to institute negotiations on his behalf.

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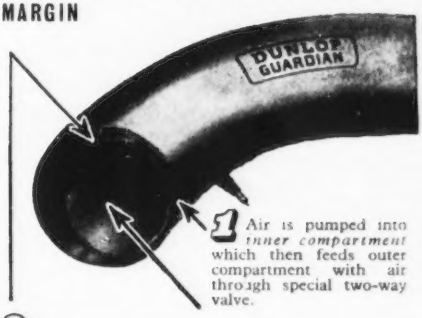

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Deferred delivery list abolished: covenant cars: Export

CARS SUBJECT TO COVENANT

AS FROM NOVEMBER 28th, 1952

List of Home Quota motor cars for which Covenants are required:—

Austin. — A30, A40 (including "Countryman").

Ford. — Anglia, Prefect, Consul, Zephyr, and all utilities.

Hillman.—Minx and estate car.

Morris.—Minor and Oxford.

Renault.—Standard and De Luxe.

Singer.—4 AB Roadster.

Vauxhall.—Wyvern and Velox.

All the above cars are also subject to the allocation rules. In other words, they must be allocated in accordance with B.M.T.A. sub-rule 12 (14).

B.M.T.A. announcement

As from Thursday of this week, the covenant scheme for home quota cars and commercial vehicles still in the scheme was reduced from two years to 12 months and the declaration scheme was scrapped entirely. The deferred delivery list was also abolished.

All existing two-year covenants will be deemed to be cancelled after 12 months. But there is no change in relation to cars supplied off the export quota.

The cars still in covenant (listed in the accompanying panel) are also still subject to the B.M.T.A. rule which specifies the sequence in which they shall be allocated.

Announcing the news, the British Motor Trade Association issued the following statement over the signature of Secretary, Lieut.-Col. K. C. Johnson-Davies:—

The Covenant Scheme

The period of restraint under the covenant scheme for those HOME QUOTA cars and commercial vehicles still in the scheme is reduced from two years to 12 months. All existing two-year covenants in respect of such vehicles will be deemed to be cancelled after 12 months.

Covenant forms A(1) and AS(1) are being replaced by forms A(2) and AS(2) which incorporate this reduced period of restraint. Dealers who hold stocks of the old forms need not scrap them, but should simply delete the words "TWO YEARS" where they appear in clauses 1 and 2 of the forms, and insert "TWELVE MONTHS" instead. These alterations should be initialled by the customer at the time he executes the covenant.

Sub-rule 12(12) has been amended so that dealers may now deal without consent in any HOME QUOTA vehicle which has been registered for 12 months.

Sub-rule 12(16) which relates to demonstration cars, has been amended so as to relieve dealers of the necessity of obtaining the manufacturer's consent before disposing of such cars where they have been in use for 12 months. Further, on re-selling such cars it is now only necessary for a dealer to obtain a covenant in relation to those models which are still in the covenant scheme and then only for the balance of the period of twelve months from the date of first registration.

NOTE: There is no change in relation to cars supplied off the EXPORT QUOTA. Covenants must still be obtained in relation to

COMMERCIAL VEHICLES SUBJECT TO COVENANT

Covenants are required in respect of all Home Quota commercial vehicles of an unladen weight (for taxation purposes) not exceeding 25 cwt. produced by the following manufacturers:—

Austin Motor Co., Ltd. (excluding A70 models).

Citroen Cars, Ltd.

Ford Motor Co., Ltd.

Hillman Motor Car Co., Ltd.

Standard Motor Co., Ltd. (excluding Vanguard models).

Vauxhall Motors, Ltd. (including Bedford).

Declaration Scrapped

Allocation rules still apply to sales here are unchanged

all EXPORT MODELS supplied under the "**Home Delivery Scheme**" or for permanent retention against payment in hard currency.

The Declaration Scheme

The declaration and agreement form has been abolished and it is accordingly no longer necessary for dealers to get their customers to complete these forms, or to forward them to the association.

In order, however, to protect dealers against legal actions by those customers whom they pass over in favour of other customers with more urgent claims for immediate delivery, it has been decided to retain those portions of sub-rule 12 (14) which specify the sequence in which certain specified new cars shall be allocated.

The delivery sequence for other models is governed by directives issued individually by the manufacturer concerned.

It is vital in dealers' own interests and for their legal protection that they should adhere strictly to the manufacturer's directive or the above sub-rule, whichever is appropriate.

The amendments to rules also cover the following:—

Deferred Delivery List.—The deferred delivery list is abolished and accordingly those whose names formerly appeared on the list are now eligible for delivery of new vehicles, providing they qualify for an allocation under the rules or individual manufacturer's directives, whichever is applicable.

Motor Cycle Tyres.—The association is in future price maintaining motor cycle tyres as well as car, giant, agricultural and earth-mover tyres.

Execution of Covenants by Fleet Users.—In future when selling either a new car or commercial vehicle (which is in the covenant scheme) to a registered fleet user who does not enter into a fleet-user agreement with the manufacturer concerned, the dealer must ensure that a covenant is completed by the fleet user in respect of such vehicle and forwarded to the association. This applies regardless of whether or not the fleet user may have entered into a composite-fleet-user covenant direct with the association covering deliveries of new cars to him.

£100m. Farm Machinery Output

Treble 1945 figure

CAPT. E. N. GRIFFITH, of the Agricultural Engineers Association, told a Smithfield Show conference in London on Tuesday that in 1939 our annual farm tractor and machinery output was valued at less than £6m., and in 1949, when the first post-war Smithfield Show was held, it was just on £64m.—more than three times what it had been in 1945. **Last year it topped £100m. for the first time, and, as in 1950, more than one half of our total production was sold to countries overseas.**

"In January this year there were more than 340,000 agricultural tractors in use on farms in the United Kingdom and by now there must be 360,000 at least," he said. "United Kingdom farming is now the most highly mechanised in the world.

"Well over 425,000 agricultural tractors made in British factories have been exported since the end of the war. In the course of a few years, the United Kingdom has become the second largest producer and the second largest exporter of farm tractors and machinery. I do not suppose we shall attempt to challenge the productive capacity of the U.S.A., but we do believe that we are successfully competing in originality of design."

:: :: **Forecourt Service.**—Esso Petroleum Co., Ltd., have produced a booklet "Focus on the Forecourt" which is handed to every Esso forecourt salesman on the completion of his training course. The booklet is a ready-reference guide to the basic rules stressed by the instructor during the course, and enables the forecourt man to refresh his memory on what he has learned during the course.

Pre-Winter Service Week Angle

For L. F. Dove, Ltd., Wimbledon

This picture shows the display enterprise shown by L. F. Dove, Ltd., during their service week.

Best time of year?

WHAT is the best time of the year to hold a service week? Hitherto, the Wimbledon branch of L. F. Dove, Ltd., have held their annual week for Standard-Triumph owners in June to tie-up with the Wimbledon tennis week, but they found that many of their customers were away on holiday, or, even more trying, were just about to set off and wanted some last-minute job carried out on their cars. The result was that either mechanics had to be taken off inspections to carry out these rush jobs, or good customers had to be disappointed.

This year, therefore, Branch Manager **L. E. Kearney** and Service Manager **C. H. Drewett** decided to hold the week at the beginning of the winter.

By so doing, they overcame the holiday problem and at the same time could count on the support of many owners who regularly bring in their cars to be checked over at this time of the year in preparation for the winter and for anti-freeze to be added.

The Wimbledon branch is divided into three sections, the works, the showrooms and the service station all being in different streets. In previous years, the displays have been held in the showrooms, but this year it was decided to concentrate both the displays and the inspections under one roof in the service station. This involved a considerable transformation scene, for several work bays had to be cleared to make room for the display and the jobs normally carried out there transferred to the works.

Cost assessment

The floor was then repainted and the area divided from the rest of the shop by a partition. Mr. Kearney believes that over-enthusiasm can readily lead to an unjustifiable amount of money being spent on the staging of a service week. Floral decorations, for instance, can look most attractive—but can also prove most expensive at this time of the year. He believes that before a service week is staged, a decision must be taken on the total expenditure to be incurred, and this figure must be closely related to the size of the business and its location.

Where it is considered that only a limited expenditure is justifiable, a little ingenuity can often make up and more than make

None Better
for Winter Driving
CLEVELAND
PETROLS
SERVICE STATION
CLEVELAND
CLEVECOL
PETROL
OILS
KEEP LEFT
EPW 675

What the Well-Dressed Car is Wearing

CORONET

Tailored CAR SEAT COVERS

'Rex' Distinctive, smart and protective, Coronet 'Rex' Car Seat Covers are being fitted by discerning motorists everywhere.

Made from an exclusive new double-texture sueded woven material in attractive red or blue check designs and in tartan, with contrasting borders and surrounds, they are comfortable, hard-wearing and dustproof, whilst the sueded backing assures a firm grip on the original upholstery.

Styled and tailored to the usual Coronet high standard and available for post-war models of all makes of cars.

Boost your Seat Cover sales by recommending 'Rex' to your customers at every opportunity.

Specimen prices:
Austin 'Somerset' (without arm rest)
£9 - 9 - 0
Morris 'Minor'
£8 - 18 - 6
Standard 'Vanguard'
£13 - 4 - 7

ORDER FROM YOUR NEAREST BRANCH OF

Brown Brothers Limited

ALLIED COMPANIES
THOMSON AND BROWN BROTHERS LIMITED
BROWN BROTHERS (AIRCRAFT) LTD. BROWN BROTHERS (IRELAND) LTD.

Head Offices and Warehouses (Wholesale only)
Great Eastern Street, LONDON, E.C.2. 126, George Street, EDINBURGH, 2, and branches

up for a lot of money. In this case, a most unpromising site for a display was made both colourful and attractive by the use of such simple materials as green and white crepe paper for the background and for decorating the stands, and ordinary garden trellis work for fencing off the display.

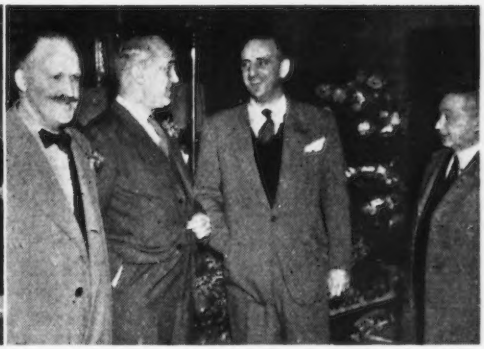
Excellent co-operation was received from the manufacturers, and trade displays were supplied by Ferodo, Dunlop, Champion, Wakefield, Smiths Motor Accessories, Lucas, Solex and Redex.

An unusual feature was the placing in each car that was brought in for inspection of an envelope containing a selection of the sales literature issued by the manufacturers who had contributed displays, literature dealing with Dove's own special services, and a novelty key ring.

More than 200 cars were brought in for inspection during the first week, and so many bookings continued to arrive as the week was nearing its end that it was decided to extend it for a second week.

Beacon were "On the Air"

B.B.C.'s Brian Johnston opens Birmingham Ford Week



On the left, Service Manager L. Powell, of Beacon Motors, Ltd., Birmingham, describes Underseal to Brian Johnston. On the right are (l. to r.), F. Jones and G. W. Sanderman (Ford Motor Co.), with Brian Johnston and C. N. Holmes (Ford Motor Co.).

Customers "interviewed"

WHEN Birmingham people went along to the opening of the Ford exhibition and service week staged last week by Beacon Motors, Ltd., they found the B.B.C.'s Brian Johnston walking in their midst with a microphone and selecting victims for "interviews" that were broadcast over the loudspeaker system.

This was one of the features of this successful service week, which Brian Johnston opened, supported by Service Manager **G. W. Sanderman**, of the Ford Motor Co., who told the visitors what it was all about.

This week was evidence of the service offered by Beacon Motors for Ford users, he said. It had always been the policy of the Ford Motor Co. and its dealer organisation to keep motoring and maintenance costs down to a minimum. They were the first to introduce exchange parts and fixed repair charges.

For the week, the premises were bedecked with flags and flowers, while girl receptionists handed sprays of flowers to the lady visitors. In the showroom also the array of new vehicles and sectioned units was helped in attractiveness by a waterfall supplied and installed by the florists. All the firm's staff wore rosettes bearing their name and department.

The display included the Prefect "mistakes" competition car, and in the workshop special prominence was given **to an Underseal exhibit, a Consul being tilted on jacks so that the treated underside was clearly seen. Beside it was a collection of corroded wings and other parts, with a signboard bearing the words: "Have your new car Undersealed to avoid this."**

For the week there were about 500 bookings for the free inspection and test. And some 7,000 friends of the firm signed the visitors' book.

"Back Up Your Foreman"

Management should provide good working conditions so that he can do his job—*Lloyd-Thomas*

Last week we reported briefly in our news pages on the talk given to members of the Institute of the Motor Industry by A. LLOYD-THOMAS, *Ford Motor Co. Educational and Training Officer, about the "Human Factor in Productivity." In this talk, Mr. Lloyd-Thomas declared that in his view good foremanship was the key factor to-day. Below we give the speaker's own words in support of this view :—*

"No cheese-paring"

WITHOUT adequate management support, the good foreman, though he makes every effort, will still fail. Management has a tremendous responsibility to him which must be fulfilled before he can hope to cope successfully with his task. **Management must supply the foundations on which the foreman can build up his happier relationships.**

First, working conditions must be reasonable—I almost said pleasant—but in some of our industries that is not always possible. In some factories, vast improvements have been made. Attractive paintwork, new flooring, and even machines and pipes in different colours provide a more pleasant background to the daily round and common task. **If conditions are necessarily not too good, then the amenities for the employee can be suitably improved to compensate for them. It is management's task to provide the best possible working conditions it can, and there is no excuse for cheese-paring in this direction if we are to establish a reasonable basis for the foreman in his department.**

It is management's responsibility, too, to ensure that the best available materials, methods and techniques are utilised in whatever the task may be, to ensure a reasonable start for the foreman.

Management, too, must implement a sound wages policy, and accept sincerely the principle of "a fair day's pay for a fair day's work." It will then be the foreman's responsibility to see that the management receive "a fair day's work for a fair day's pay." This is again a most difficult problem—but it can be done. The good supervisor, it is said, gets WHAT he wants done, WHEN it should be done, in the WAY it should be done, because his people WANT TO DO IT. We have to recapture pride in a good job well done — the old-fashioned dignity of labour.

Cutting lost time

Given this spirit, we shall find that lost time at the start and end of the day, at the tea break, and at mealtimes can be cut down by the foreman. The loss to industry of this lost time must be phenomenal, and it can only be tackled effectively by the supervisor on the spot.

One other policy to be laid down by the management, which is of tremendous assistance to the foreman, is one of promotion

AGENCY SALE.—Botwoods, Ltd., Majors Corner, Ipswich, have recently supplied to Chas. Southwell and Co., Ltd., three Austin 25cwt. 3-way vans. The completed vehicles, which were painted and lettered to Southwell's specification, were most attractively finished in a colour scheme of royal blue with gold-leaf lettering, and when completed, were quite outstanding in appearance.

Up went this sign and

Up went my brake-lining business!

And up jump *your* brake-lining sales when *you* display this Ferodo reminder plaque! For it completes the sales-pulling scheme begun by powerful Ferodo advertising in your locality. . . . On buses, on hoardings, in magazines and in morning and evening papers, motorists read and read again this conscience-jogging question—" When did *you* last have your brakes tested? " And the answer is shown in the brisk brake-lining business that will be coming your way!

Benefit by this forceful

FERODO

PUBLICITY CAMPAIGN

FERODO LTD · CHAPEL-EN-LE-FRITH *A Member of the Turner & Newall Organisation*

from within. **Any man who comes into a company does not expect to stand still for the remainder of his working life, and he should know that if he can earn by merit and ability an opportunity to develop further, it will not be withheld.** He should even be given assistance by the company in the way of education and training to help him to progress.

It is possible that management can add further to these amenities by providing additional security in the way of pension schemes, good canteen facilities, sick benefit funds, and other welfare schemes, so that in times of need the employee knows that the company accepts its responsibility to the social life of the community.

These policies imply that management has a real and sincere interest in the well-being of its employees, not only inside the factory. Such a management would indeed be fostering a real family spirit and would be fulfilling its responsibilities to the community. This is essential, for, after all, industry must be at the service of society, and only by rendering such worth-while service can the company's future be assured.

With policies such as these, a foreman has a firm base on which to build up sound personal relationships within his sphere of influence, and let us not forget that his sphere of influence is not confined to those who work with him—and you will note that I say work "with" him and not "for" him—but also with his colleagues in other departments and with his own supervisors.

Though he may build on these foundations the bricks will be of straw unless a further condition is fulfilled by management, and **that is to keep a foreman informed of changes which occur in policy, in method or in plan throughout the company, so that he may retain his place as a well-informed member of the management team.**

An industrial tragedy

The tragedy in British industry to-day is that this policy is not being followed. As I see it, the foreman is all too often ignored and left out of the chain of communication. What happens? A new policy is planned by the Board of Directors; it is debated at the Supervisors Committee; and it is discussed at the Joint Works Council. The representatives on both these committees have their say, very often without consulting those who elected them. All too often no one outside these bodies knows anything about it, except for a vague rumour which eventually percolates through to the foreman from the chap who sweeps out the shop."

Prizes for Funny Stories

THOUGH we have drawn heavily during the past two years on the motor trade's stock of funny true stories, we feel that there must still be plenty of them tucked away up readers' sleeves, perhaps nearly forgotten with the passing years.

For our "Christmas party" issue this year we are therefore once again inviting readers to shake their sleeves to see if they can produce humorous anecdotes which are worth retailing at the "party," which will be held in our December 20th issue.

As before, the stories must be 100 per cent. concerned with the motor industry. That is to say, they must not be mere motoring yarns, but must be about manufacturing, selling, repairing, garage management, supplying, factoring, trade association work or any of the other sides of the motor industry. They must be humorous, **and they must be true.** Ordinary "jokes" are not acceptable.

The only other conditions are that stories should not exceed 400 words in length, and they should reach the Editor of "The Garage and Motor Agent," 62, Doughty Street, London, W.C.1, **not later than Friday, December 5th.**

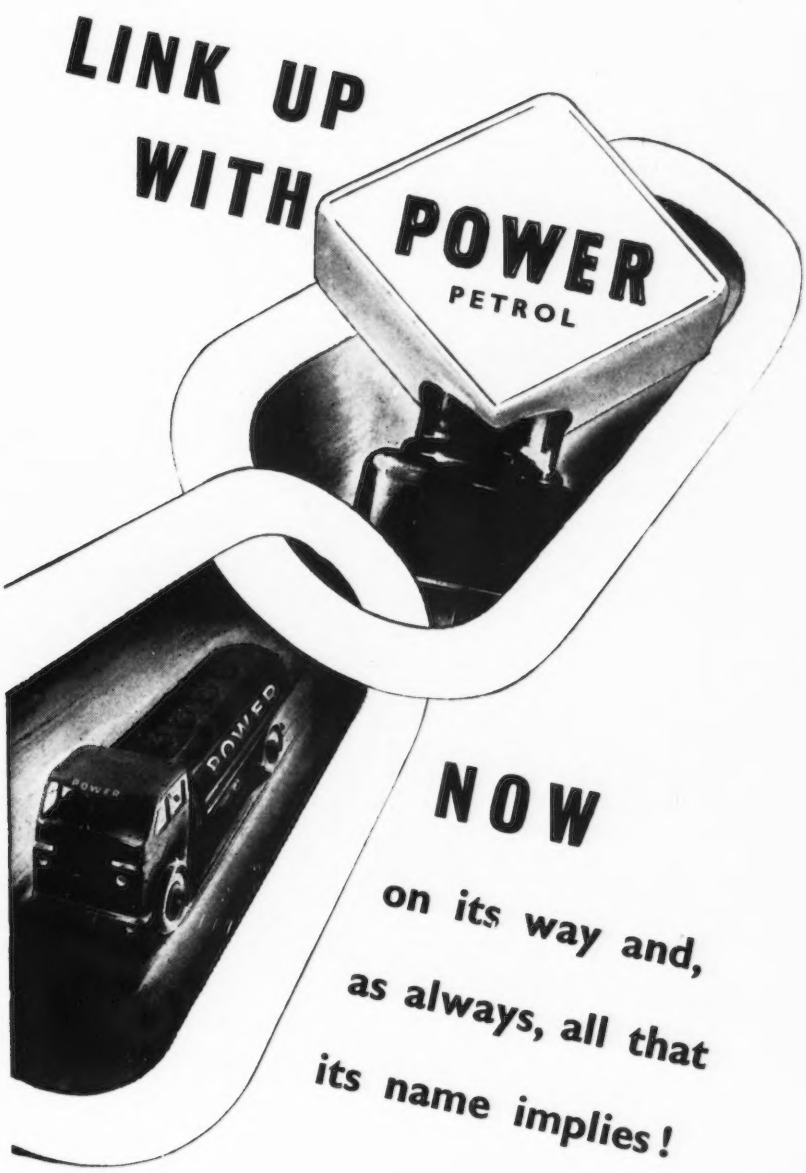
To the tellers of what he considers to be the three most amusing stories submitted, the Editor will award:—

1st.—A bottle of Whisky.

2nd.—A bottle of Gin.

3rd.—A bottle of Sherry.

The Editor's decision is final.


LINK UP
WITH
POWER
PETROL
POWER
POWER
NOW
on its way and,
as always, all that
its name implies!

The Garage & Motor Agent

Used-Car Market Report

DIGEST of prices quoted in trade and private advertisements of used cars FOR SALE appearing in current issues of public motoring journals and representative national and provincial newspapers. In each case the figure given is the nearest "popular" average, i.e., the MAJORITY, NOT the arithmetical average.

Prices in right-hand column in £'s

C—Coupe.
F—4 or 5 seat Tourer.
L—Limousine.
T—2 or 3 seat Tourer.
S—Saloon.
U—Utility.

A.C.

36 S 16-80	170
36 S 16 h.p.	210
36 C 16 h.p.	195
37 T 16-80	255
37 S 16 h.p.	270
38 T 16-80	320
38 F 16-80	340
48 S 2-litre	725
49 S 2-litre	760
50 F 2-litre	825
50 S 2-litre	880
51 S 2-litre	998

ALFA-ROMEO

36 S 1½-litre	495
35 F 2.3-litre	575
35 T 2.3-litre	625
39 S 2.3-litre	1175

ALLARD

46 T 30 h.p.	375
47 F 30 h.p.	420
47 C 30 h.p.	430
47 T 30 h.p.	435
48 F 30 h.p.	485
48 C 30 h.p.	500
48 T 30 h.p.	510
49 F 30 h.p.	545
49 C 30 h.p.	570
49 T 30 h.p.	560
50 S 30 h.p.	650
50 T 30 h.p.	635
51 S 30 h.p.	744

ALVIS

36 S 14 h.p.	260
38 S 14 h.p.	360
39 C 14 h.p.	425
47 S 14 h.p.	670
47 C 14 h.p.	655
48 S 14 h.p.	717
48 C 14 h.p.	700
49 S 14 h.p.	780
49 C 14 h.p.	765
50 S 14 h.p.	900
50 C 14 h.p.	875
50 T 14 h.p.	880
36 S S.Eagle	265
37 S.Crest	310
38 S.Crest	360
36 S 17 h.p.	250
37 S 17 h.p.	315
39 S 17 h.p.	398
36 S Sp. 20 h.p.	235
36 F Sp. 20 h.p.	260
37 S Sp. 20 h.p.	322
37 T Sp. 25 h.p.	345
37 C Sp. 25 h.p.	360
38 S Sp. 25 h.p.	420
38 F Sp. 25 h.p.	435
39 T Sp. 25 h.p.	485
39 S Sp. 25 h.p.	500
37 S 3.4-litre	420
38 S 4.3-litre	495
38 C 4.3-litre	525
39 S 4.3-litre	610
39 C 4.3-litre	600

ARMSTRONG SIDDELEY

36 S 14 h.p.	160
37 S 14 h.p.	215
38 S 14 h.p.	277
36 S 16 h.p.	260
40 S 16 h.p.	410
46 C Hurricane	485
46 S Lancaster	500
46 S Typhoon	525
47 C Hurricane	585
47 S Lancaster	610
47 S Typhoon	600
48 C Hurricane	620
48 S Lancaster	645
48 S Typhoon	670
49 C Hurricane	750
49 S Lancaster	795
49 S Typhoon	845
50 C Hurricane	825
50 S Lancaster	880
50 S Typhoon	945
36 S 17 h.p.	160
36 L 17 h.p.	270
37 S 17 h.p.	240
37 L 17 h.p.	365
38 S 17 h.p.	285
38 L 17 h.p.	420
39 S 17 h.p.	365
39 L 17 h.p.	485
40 S 17 h.p.	400
40 L 17 h.p.	545
50 S Wy 18h.p.	995
51 S Wy 18h.p.	1095
52 S Wy 18h.p.	1230
37 S 25 h.p.	325
38 S 25 h.p.	420
38 L 25 h.p.	575
39 S 25 h.p.	500
39 L 25 h.p.	680
36 L 30 h.p.	470
37 L 30 h.p.	550

ASTON MARTIN

36 T 1½-litre	425
36 S 1½-litre	460
36 F 1½-litre	440
37 F 1½-litre	540
37 T 2-litre	595
38 T 2-litre	630
38 F 2-litre	662
38 S 2-litre	670
39 T 2-litre	725
48 C 2-litre	1400
49 C 2-litre	1725
49 S DB2	2000

AUBURN

37 C 30 h.p.	350

AUSTIN

36 T 7 h.p.	120
36 S 7 h.p.	128
37 T 7 h.p.	140
37 S 7 h.p.	155
38 T 7 h.p.	177
38 S 7 h.p.	185
38 C 7 h.p.	195
38 S 8 h.p.	210
39 F 8 h.p.	230
39 S 8 h.p.	245
40 S 8 h.p.	270
42 S 8 h.p.	322
43 S 8 h.p.	330
45 S 8 h.p.	360
46 S 8 h.p.	400
47 S 8 h.p.	425
48 S 8 h.p.	460
36 T 10 h.p.	150
36 S 10 h.p.	155
36 C 10 h.p.	158
37 F 10 h.p.	200
37 S 10 h.p.	225
37 T 10 h.p.	210
38 F 10 h.p.	250
38 S 10 h.p.	250
38 C 10 h.p.	245
39 S 10 h.p.	275
39 C 10 h.p.	270
40 C 10 h.p.	325
40 S 10 h.p.	320
41 S 10 h.p.	340
42 S 10 h.p.	350
45 S 10 h.p.	395
46 S 10 h.p.	425
47 S 10 h.p.	475
48 S A.40	529
49 S A.40	595
50 S A.40	675
51 S A.40	725
51 C A.40 Spts	795
36 S 12 h.p.	140
37 S 12 h.p.	185
38 S 12 h.p.	220
39 S 12 h.p.	295
40 S 12 h.p.	360
46 S 12 h.p.	450
47 S 12 h.p.	545
36 S 14 h.p.	185
38 S 14 h.p.	240
39 S 14 h.p.	310
36 S 16 h.p.	175
36 L 16 h.p.	280
37 F 16 h.p.	250
37 S 16 h.p.	265
37 T 16 h.p.	269
38 C 16 h.p.	280
38 S 16 h.p.	295
39 S 16 h.p.	330
46 S 16 h.p.	395
47 S 16 h.p.	435
48 S 16 h.p.	485
49 S 16 h.p.	595
50 S 16 h.p.	650
49 S A.70	665
50 S A.70	695
51 S A.70	825
49 S A.90	775
49 C A.90	720
50 S A.90	820
50 C A.90	800
51 S A.90	850
51 C A.90	875
52 S A.90	995
36 S 18 h.p.	195
36 L 18 h.p.	325
37 S 18 h.p.	270
37 L 18 h.p.	395
38 S 18 h.p.	366
38 L 18 h.p.	550
39 S 18 h.p.	488
39 L 18 h.p.	690
36 S 20 h.p.	280
37 S 20 h.p.	365
38 S 20 h.p.	500
38 L 20 h.p.	655
36 S 24 h.p.	350
37 S 24 h.p.	395
37 L 24 h.p.	688
38 S 24 h.p.	580
39 S 28 h.p.	640
39 L 28 h.p.	700
48 S A.125	850
49 S A.125	885
50 S A.125	1050
51 S A.125	1150
52 S A.125	1425
49 S A.135	970
50 S A.135	1250
51 S A.135	1395

BENTLEY

35 S 3½-litre	725
35 C 3½-litre	880
36 S 3½-litre	960
37 C 3½-litre	1100
37 S 3½-litre	1135
37 T 3½-litre	1160
36 S 4¼-litre	1080
37 C 4¼-litre	1300
37 S 4¼-litre	1325
38 S 4¼-litre	1460
38 F 4¼-litre	1525
39 C 4¼-litre	1840
39 S 4¼-litre	1875
39 F 4¼-litre	1900
47 S Mk VI	2390
48 S Mk VI	2500
48 C Mk VI	2800
49 S Mk VI	2950
49 C Mk VI	3000
50 S Mk VI	3390
51 S Mk VI	3975
52 S Mk VI	4395

B.M.W.

36 S 45	295
37 S 45	305
37 C 45	365
38 S 321	420
37 C 329	498
38 S 329	498
38 C 329	575

BOND

49 T 2 h.p.	115
50 T 2 h.p.	135
51 T 2 h.p.	160

BRISTOL

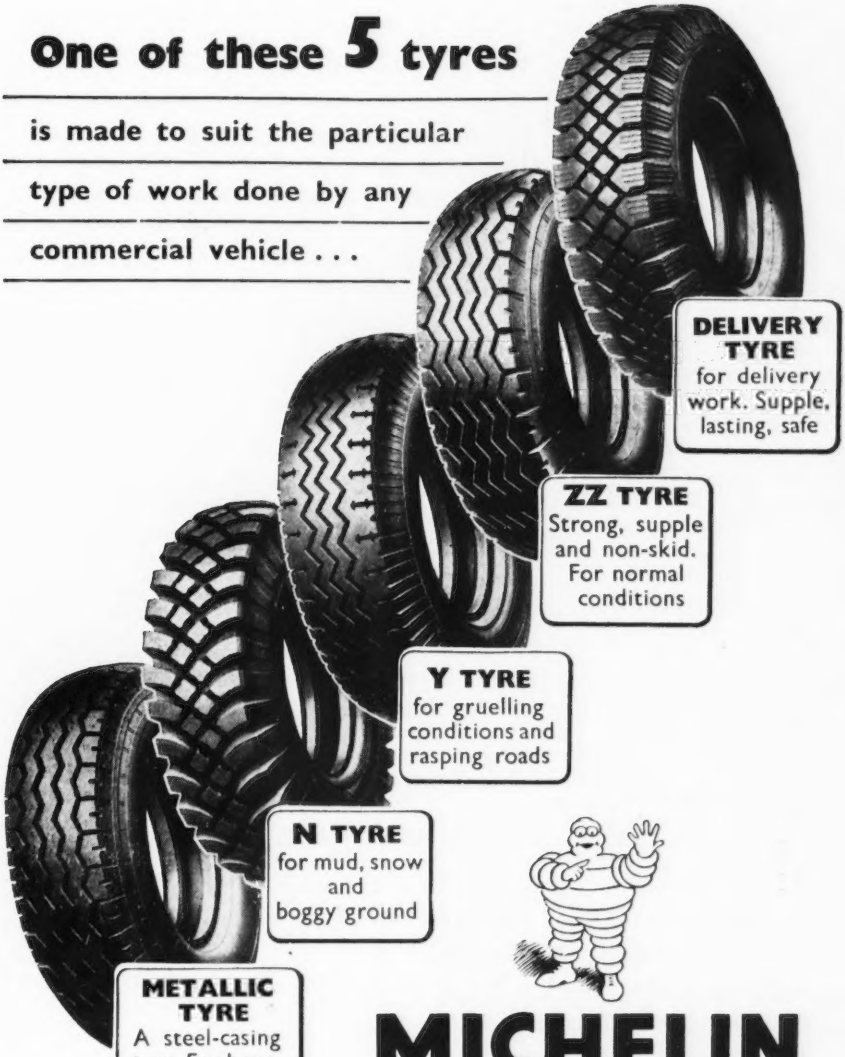
48 S 400	1175
49 S 400	1295
50 S 401	1875

BRITISH SALMSON

38 S 13 h.p.	255
38 S 14 h.p.	285

One of these 5 tyres

is made to suit the particular type of work done by any commercial vehicle . . .



MICHELIN TYRES

MICHELIN TYRE CO. LTD., *Head Office & Factory*: STOKE-ON-TRENT

T.U. 4

"The G. & M.A." Used-Car Market Report—*(continued)*

BROUGH SUPERIOR

37 C 22 h.p.	495
41 S 22 h.p.	575
39 C 3½-litre	575
36 C 29 h.p.	325
38 S 29 h.p.	275

B.S.A.

36 C 10 h.p.	130
36 T 10 h.p.	125
37 C 10 h.p.	175
37 F 10 h.p.	160
38 S 10 h.p.	195
39 F 10 h.p.	200
39 C 10 h.p.	265
39 T 10 h.p.	270
40 S 10 h.p.	295
40 T 10 h.p.	310
35 S 12 h.p.	170
36 C 12 h.p.	230

BUGATTI

34 F 2.3-litre	360
37 F 2.3-litre	475
39 S 3.3-litre	1050

BUICK

36 S 31 h.p.	266
36 C 31 h.p.	250
37 S 31 h.p.	325
37 C 31 h.p.	375
38 S 31 h.p.	440
38 C 31 h.p.	430
39 S 31 h.p.	475
40 S 31 h.p.	560
41 S 31 h.p.	610
48 C 31 h.p.	1370
36 S 38 h.p.	380
37 L 38 h.p.	650
38 L 38 h.p.	745
39 C 38 h.p.	550
39 S 38 h.p.	595
48 C 38 h.p.	1750
49 S 38 h.p.	2200
46 C Rdmstr	840
47 S Rdmstr	950
48 S Rdmstr	1272
49 S Rdmstr	1340
47 S 51	1300
48 S 51	2150
49 C 51	2600
49 S 51	2725

CADILLAC

39 S V8	1175
47 S 61	2150
49 S 24 h.p.	3750

CHEVROLET

37 S 30 h.p.	230
38 S 30 h.p.	340
39 S 30 h.p.	400
39 C 30 h.p.	395
41 S 30 h.p.	465
47 S 30 h.p.	745
47 S Fltmstr	925
48 S 30 h.p.	1200
50 S Fleetline	2650

CHRYSLER

38 S 20 h.p.	285
39 S 20 h.p.	360
39 S 22 h.p.	420
36 S 24 h.p.	225
37 S 24 h.p.	310
38 S 24 h.p.	370
39 S 24 h.p.	455
47 S 24 h.p.	1190
38 S 28 h.p.	395
39 S 28 h.p.	450
47 S Plymouth	1195
49 S Plymouth	1280
50 S Plymouth	1400

CITROEN

36 S 10 h.p.	135
36 S 12 h.p.	170
37 S 12 h.p.	225
38 S 12 h.p.	262
38 T 12 h.p.	270
39 S 12 h.p.	345
40 S 12 h.p.	387
37 S 15 h.p.	230
38 S 15 h.p.	280
38 C 15 h.p.	288
39 S 15 h.p.	340
40 T 15 h.p.	375
40 S 15 h.p.	400
45 S 15 h.p.	450
46 S 15 h.p.	500
47 S 15 h.p.	560
48 S 15 h.p.	625
49 S 15 h.p.	710
50 S 15 h.p.	850
51 S 15 h.p.	925
49 S 23 h.p.	935
50 S 23 h.p.	975
51 S 23 h.p.	1200

CONNAUGHT

49 T 1767 c.c.	1075

CROSLEY

50 S 6 h.p.	695
49 U 7 h.p.	595

CROSSLEY

37 S 20 h.p.	350

DAIMLER

36 S 15 h.p.	225
37 S 15 h.p.	270
38 S 15 h.p.	330
37 S 2½-litre	345
38 S 2½-litre	400
39 S 2½-litre	488
39 C 2½-litre	510
40 S 2½-litre	600
46 S 2½-litre	895
46 C 2½-litre	930
47 S 2½-litre	1000
48 S 2½-litre	1100
48 C 2½-litre	1060
49 S 2½-litre	1275
49 C 2½-litre	1220
50 S 2½-litre	1375
50 C 2½-litre	1400
51 S 2½-litre	1540
36 S 20 h.p.	325
36 L 20 h.p.	480
37 S 20 h.p.	500
38 S 20 h.p.	565
39 S 20 h.p.	665
41 S 20 h.p.	715
36 L 24 h.p.	595
37 S 24 h.p.	644
39 S 24 h.p.	768
40 S 24 h.p.	855
36 C 26 h.p.	535
36 S 26 h.p.	540
47 S 27 h.p.	1600
47 L 27 h.p.	1875
50 L 27 h.p.	3500
37 S 3½-litre	775
36 L 32 h.p.	810
38 L 32 h.p.	1000
47 L 32 h.p.	2500
40 S 4-litre	1310

DELAGE

39 S D6-75	775
36 C D8-85	325
38 C 28 h.p.	550

DELAHAYE

38 C 3½-litre	730
38 S 135m	775
38 F 135m	865
49 C 135m	1650

D.K.W.

38 S 7 h.p.	175
40 S 7 h.p.	250
38 S 8 h.p.	210

DODGE

37 S 26 h.p.	355
38 S 26 h.p.	410
40 S 26 h.p.	600
47 S 26 h.p.	1280

FIAT

36 T 500	160
37 C 500	185
37 S 500	205
38 S 500	240
38 C 500	225
39 S 500	320
39 C 500	295
49 C 500	600
36 T 1100	208
38 S 1100	270
39 S 1100	325
40 S 1100	400
40 C 1100	425
47 C 1100	750
48 S 1100	825
49 C 1100	880
50 C 1100	1000
37 S 1500	285
37 C 1500	290
38 S 1500	320
39 S 1500	365
40 C 1500	430

FORD

36 S 8 h.p.	120
37 S 8 h.p.	150
38 S 8 h.p.	195
39 S 8 h.p.	245
40 S 8 h.p.	280
46 S Anglia	335
47 S Anglia	375
48 S Anglia	445
49 S Anglia	465
50 S Anglia	525
36 S 10 h.p.	135
37 S 10 h.p.	160
38 S 10 h.p.	218
38 F 10 h.p.	200
39 S Prefect	255
39 F Prefect	250
39 C Prefect	245
40 S Prefect	289
41 S Prefect	300
46 S Prefect	365
47 S Prefect	425
48 S Prefect	454
49 S Prefect	525
50 S Prefect	585
51 S Prefect	630
36 S 22 h.p.	125
37 S 22 h.p.	165
38 S 22 h.p.	200
39 S 22 h.p.	255
36 S 30 h.p.	160
36 C 30 h.p.	150
37 S 30 h.p.	200
37 C 30 h.p.	195
38 C 30 h.p.	250
38 S 30 h.p.	265
39 S 30 h.p.	300
40 S 30 h.p.	355
47 S Pilot	495
48 S Pilot	540
49 S Pilot	600
50 S Pilot	640
51 S Pilot	675

FRAZER NASH

34 T 1½-litre	295
35 T 1½-litre	350
37 S 1½-litre	399

FRAZER NASH B.M.W.

35 F 45	290
37 S 45	330
37 F 45	320
37 C 45	325
38 C 45	365
36 C 55	265
36 T 55	340
37 C 55	450
38 S 320	510
39 S 320	578
38 S 321	525
39 C 321	550
38 T 328	710
39 T 328	790
40 T 328	840

GRAHAM

38 S 26 h.p.	190
39 S 26 h.p.	525

HANSA

39 S 1½-litre	325

HEALEY

47 T 2.4-litre	675
47 S 2.4-litre	740
48 T 2.4-litre	825
48 S 2.4-litre	860
49 T 2.4-litre	955
49 S 2.4-litre	998
49 C 2.4-litre	960
50 T 2.4-litre	1050
51 S 2.4-litre	1200

HILLMAN

36 S 10 h.p.	150
36 C 10 h.p.	138
37 S 10 h.p.	175
37 C 10 h.p.	170
38 S 10 h.p.	215
38 C 10 h.p.	200
39 S 10 h.p.	265
39 C 10 h.p.	250
40 S 10 h.p.	289
40 C 10 h.p.	280
41 S 10 h.p.	320
42 S 10 h.p.	355
45 S 10 h.p.	365
46 S 10 h.p.	395
46 C 10 h.p.	380
47 S 10 h.p.	465
47 C 10 h.p.	425
48 S 10 h.p.	520
48 C 10 h.p.	500
49 S 10 h.p.	575
49 C 10 h.p.	560
50 S 10 h.p.	625
50 C 10 h.p.	600
51 S 10 h.p.	695
38 S 14 h.p.	245
39 S 14 h.p	300
37 S 16 h.p.	285
36 L 21 h.p.	295
37 S 21 h.p.	225
37 L 21 h.p.	385
38 L 21 h.p.	492

H.R.G.

47 T 1½-litre	525
48 T 1½-litre	600
49 T 1½-litre	645
50 T 1½-litre	700

HISPANO-SUIZA

37 C 37 h.p.	750

HOTCHKISS

36 C 28 h.p.	625
37 S 3-litre	670

HUDSON

37 C 17 h.p.	255
37 S 17 h.p.	270
38 C 17 h.p.	345
38 S 17 h.p.	365
39 C 17 h.p.	425
39 S 17 h.p.	440
40 S 17 h.p.	490
36 C 22 h.p.	225
37 S 22 h.p.	298
38 C 22 h.p.	340
38 S 22 h.p.	365
39 S 22 h.p.	422
40 S 22 h.p.	475
37 C 29 h.p.	335
39 S 29 h.p.	380
42 S Com'dore	850
50 S Com'dore	1670

HUMBER

36 S 12 h.p.	160
37 S 12 h.p.	225
46 S Hawk	495
47 S Hawk	580
48 S Hawk	650
49 S Hawk	700
50 S Hawk	815

With the worst of winter's weather yet to come . . .

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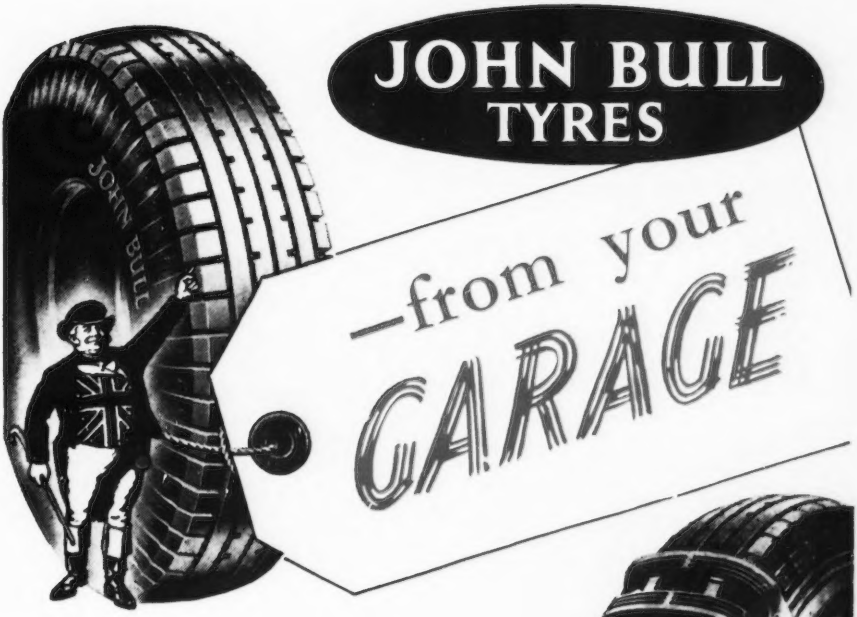

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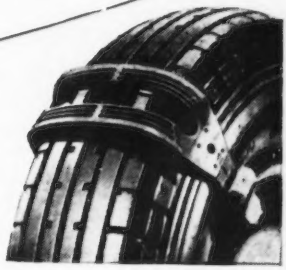

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THE *top quality* MOTOR OIL

ESSO PETROLEUM CO., LTD., 36 QUEEN ANNE'S GATE, LONDON, S.W.1

"The G. & M.A." Used-Car Market Report—*(continued)*

51 S Hawk	865
38 S 16 h.p.	295
39 S 16 h.p.	340
40 S 16 h.p.	400
36 S 18 h.p.	275
37 S 18 h.p.	320
45 S 18 h.p.	495
46 S 18 h.p.	570
47 S 18 h.p.	665
48 S 18 h.p.	765
38 S 21 h.p.	355
39 S 21 h.p.	400
46 S Snipe	585
47 S Snipe	650
48 S Snipe	720
39 S Imperial	450
49 S Imperial	520
49 S Imperial	1135
50 S Imperial	1240
38 S S.Snipe	300
39 S S.Snipe	355
45 S S.Snipe	485
46 S S.Snipe	560
47 S S.Snipe	600
48 S S.Snipe	655
49 S S.Snipe	725
50 S S.Snipe	795
50 C S.Snipe	870
51 S S.Snipe	970
36 L Pullman	255
37 L Pullman	340
39 L Pullman	420
46 L Pullman	695
47 L Pullman	780
48 L Pullman	945
48 S Pullman	880
49 L Pullman	975
50 L Pullman	1150

JAGUAR

36 S 12 h.p.	200
37 S 1½-litre	235
38 S 1½-litre	298
39 F 1½-litre	320
39 C 1½-litre	350
39 S 1½-litre	375
40 S 1½-litre	415
40 C 1½-litre	395
46 S 1½-litre	525
47 S 1½-litre	595
48 S 1½-litre	685
49 S 1½-litre	775
36 S 2½-litre	195
37 S 2½-litre	230
37 T 2½-litre	255
38 S 2½-litre	315
38 C 2½-litre	310
39 S 2½-litre	350
46 C 2½-litre	575
47 S 2½-litre	640
48 S 2½-litre	710
49 S Mk V	765
50 S Mk V	995
38 T 3½/100	350
38 S 3½-litre	365
38 C 3½-litre	380
39 S 3½-litre	495
39 C 3½-litre	470
39 T 3½/100	495
40 S 3½-litre	520
46 S 3½-litre	595
47 S 3½-litre	645
48 C 3½-litre	695
48 S 3½-litre	730
49 S 3½-litre	880
49 S Mk V	930
50 S Mk V	1050
50 T XK 120	1395
51 T XK 120	1500

JENSEN

38 C 3½-litre	500

JOWETT

37 S 8 h.p.	170
38 S 8 h.p.	225
39 S 8 h.p.	265
36 S 10 h.p.	230
38 S 10 h.p.	285
39 S 10 h.p.	315

JOWETT JAVELIN

48 S 1½-litre	650
49 S 1½-litre	686
50 S 1½-litre	745
51 S 1½-litre	835
52 S 1½-litre	935

LAGONDA

36 S 16-80 h.p.	285
50 S 2½-litre	1675
51 S 2½-litre	1850
52 S 2½-litre	2350
36 C 4½-litre	370
36 S 4½-litre	395
37 C 4½-litre	567
37 S 4½-litre	600
38 S V12	725
39 S V12	844
40 S V12	920

LANCHESTER

36 S 10 h.p.	195
40 S 10 h.p.	650
47 S 10 h.p.	675
48 S 10 h.p.	725
50 S 10 h.p.	870
36 S 11 h.p.	201
37 S 11 h.p.	262
38 S 11 h.p.	275
39 S 11 h.p.	350
36 S 12 h.p.	240
37 S 14 h.p.	300
38 S 14 h.p.	355
39 S 14 h.p.	395
39 S 18 h.p.	595
36 S 20 h.p.	250

LANCIA

36 S Augusta	320
37 S Aprilia	388
38 S Aprilia	438
39 S Aprilia	500
47 S Aprilia	1225
39 S Astura	1050

LEA-FRANCIS

46 S 14 h.p.	540
47 S 14 h.p.	635
48 S 14 h.p.	710
48 T 14 h.p.	735
49 S 14 h.p.	866
50 S 14 h.p.	900
51 S 14 h.p.	1050
49 S 2½-litre	1165
50 T 2½-litre	1225

LINCOLN

39 S Zephyr	275
40 S 40	1250

LLOYD

48 T 650	225
49 T 650	270
50 T 650	320

MERCEDES-BENZ

38 T 14 h.p.	525
39 T 14 h.p.	675
36 C 16 h.p.	425
38 S 20 h.p.	495
38 L 20 h.p.	600
39 C 20 h.p.	820
37 C 540K	960
39 C 540K	1180
39 S 540K	1360

MORGAN

37 T 4/4	175
38 T 4/4	240
39 T 4/4	298
39 C 4/4	315
47 T 4/4	365
47 C 4/4	385
48 C 4/4	440
49 T 4/4	480
50 T 4/4	510
50 C 4/4	569
51 T 4/4	650

M.G.

35 T Midget P	220
36 T Midget P	265
36 C Midget PB	270
36 T Midget PB	275
37 T Midget T	310
38 T Midget TA	330
39 T Midget TA	350
39 C Midget TA	355
39 T Midget TB	350
39 C Midget TB	365
40 T Midget TB	380
46 T Midget TC	399
47 T Midget TC	465
48 T Midget TC	500
49 T Midget TC	565
50 T Midget TC	600
50 T Midget TD	695
51 T Midget TD	750
35 S Magnette	245
35 T Magnette	235
35 T M'g'te ND	225
35 F M'g'te N	255
35 T M'g'te N	245
35 S M'g'te KN	235
36 S M'g'te KN	270
47 S 1½-litre	625
48 S 1½-litre	660
49 S 1½-litre	695
50 S 1½-litre	750
51 S 1½-litre	800
37 F 1½-litre	315
37 C 1½-litre	300
38 S 1½-litre	345
38 F 1½-litre	360
38 C 1½-litre	365
39 S 1½-litre	425
39 F 1½-litre	400
39 C 1½-litre	395
40 S 1½-litre	475
40 F 1½-litre	460
36 C 2-litre	245
37 S 2-litre	280
37 C 2-litre	275
38 S 2-litre	325
38 C 2-litre	300
39 S 2-litre	370
39 C 2-litre	365
40 C 2-litre	400
39 S 2.6-litre	365
39 C 2.6-litre	400
40 S 2.6-litre	466
40 C 2.6-litre	450

MORRIS

36 S 8 h.p.	140
36 F 8 h.p.	125
36 T 8 h.p.	130
37 S 8 h.p.	165
37 F 8 h.p.	160
37 T 8 h.p.	175
38 S 8 h.p.	235
38 F 8 h.p.	225
38 T 8 h.p.	195
39 S 8 h.p.	275
39 F 8 h.p.	270
39 T 8 h.p.	300
40 F 8 h.p.	335
40 S 8 h.p.	340
46 S 8 h.p.	370
47 S 8 h.p.	400
48 S 8 h.p.	435
49 S Minor	525
49 F Minor	475
50 S Minor	565
50 F Minor	555
36 S 10 h.p.	200
37 S 10 h.p.	225
38 S 10 h.p.	265
39 S 10 h.p.	295
45 S 10 h.p.	395
46 S 10 h.p.	425
47 S 10 h.p.	460
48 S 10 h.p.	495
36 S 12 h.p.	160
36 T 12 h.p.	150
37 S 12 h.p.	202
38 S 12 h.p.	258
38 C 12 h.p.	240
39 S 12 h.p.	265
40 S 12 h.p.	300
36 S 14 h.p.	200
37 S 14 h.p.	210
38 S 14 h.p.	250
39 S 14 h.p.	269
48 S Oxford	560
49 S Oxford	595
50 S Oxford	650
51 S Oxford	700
36 S 18 h.p.	150
37 S 18 h.p.	185
49 S Six	800
50 S Six	645
37 S 25 h.p.	215
38 S 25 h.p.	265
39 S 25 h.p.	292

NASH

46 S 23 h.p.	1150
39 C Amb'sador	375

OLDSMOBILE

36 S 6 cyl	325
47 S 8 cyl	1250

OPEL

37 C 12 h.p.	110
37 S 12 h.p.	125
38 S 12 h.p.	170
40 S 12 h.p.	265
37 S 17 h.p.	170
37 C 24 h.p.	195

PACKARD

36 S 27 h.p.	275
36 C 27 h.p.	250
37 S 27 h.p.	290
38 C 30 h.p.	325
38 S 30 h.p.	340
39 S 30 h.p.	380
36 S 33 h.p.	365
37 S 33 h.p.	425
38 S 33 h.p.	525
38 C 33 h.p.	480
37 S 34 h.p.	540
47 S Clipper	1195
48 S Clipper	1260

PEUGEOT

40 S 202	400
40 S 17 h.p.	425
40 S 402B	440

PONTIAC

37 C 29 h.p.	260
40 S 29 h.p.	575

RAILTON

39 C 10 h.p.	285
39 S 22 h.p.	425
36 T 29 h.p.	195
36 S 29 h.p.	210
36 C 29 h.p.	230
37 S 29 h.p.	260
38 S 29 h.p.	310
38 F 29 h.p.	330

RENAULT

49 S 760 c.c.	450
50 S 760 c.c.	510
51 S 760 c.c.	568
38 S 9 h.p.	250
39 S 9 h.p.	280
48 S 9 h.p.	385
49 S 9 h.p.	450
36 S 12 h.p.	150
37 S 12 h.p.	199
38 C 12 h.p.	220
38 S 12 h.p.	195
39 C 12 h.p.	295
39 S 12 h.p.	310
40 S 12 h.p.	365
35 S 14 h.p.	110
39 S 17 h.p.	315
36 C 18 h.p.	200
37 S 18 h.p.	240
38 C 18 h.p.	265
39 S 18 h.p.	295
36 S 26 h.p.	330
39 S 26 h.p.	295

RILEY

36 S 9 h.p.	180
37 S 9 h.p.	265
38 S 9 h.p.	300
36 S 12 h.p.	245
37 F 12 h.p.	285
37 S 12 h.p.	300
38 S 12 h.p.	345

"The G. & M.A." Used-Car Market Report—*(continued)*

38 T 12 h.p.	360
39 F 12 h.p.	410
39 S 12 h.p.	440
40 S 12 h.p.	500
46 S 1½-litre	550
47 S 1½-litre	665
48 S 1½-litre	715
48 T 1½-litre	700
49 S 1½-litre	770
50 S 1½-litre	840
51 S 1½-litre	975
37 S 14 h.p.	295
37 S 15 h.p.	350
38 S 16 h.p.	395
40 S 16 h.p.	500
46 S 2½-litre	665
47 S 2½-litre	700
48 S 2½-litre	750
49 S 2½-litre	835
49 T 2½-litre	800
50 S 2½-litre	900
50 T 2½-litre	870
51 S 2½-litre	950
52 S 2½-litre	1200

ROLLS-ROYCE

32 S 20/25	500
32 L 20/25	450
33 S 20/25	650
34 S 20/25	780
34 L 20/25	745
35 S 20/25	895
35 L 25/30	860
36 S 25/30	995
36 L 25/30	1075
37 S 25/30	1390
37 L 25/30	1275
38 S 25/30	1500
38 L 25/30	1560
39 S Wraith	2175
39 L Wraith	2500
48 S S.Wraith	3750
49 C S.Wraith	4500
49 S S.Wraith	5000
49 L S.Wraith	5500
50 S S.Wraith	5800
50 L S.Wraith	6250
51 S S.Wraith	6250
34 S Ph. II	650
34 C Ph. II	665
35 L Ph. II	895
35 L Ph. III	1160
37 S Ph. III	1100
37 L Ph. III	1195
38 S Ph. II	1360
38 L Ph. III	1640

ROVER

36 S 10 h.p.	175
37 S 10 h.p.	247
38 S 10 h.p.	320
39 S 10 h.p.	420
40 S 10 h.p.	475
46 S 10 h.p.	610
47 S 10 h.p.	675
48 S 10 h.p.	800
36 S 12 h.p.	225
37 S 12 h.p.	280
38 S 12 h.p.	375
39 S 12 h.p.	400
40 S 12 h.p.	466
46 S 12 h.p.	645
47 S 12 h.p.	685
47 F 12 h.p.	700
48 S 12 h.p.	860
48 S 60	565
49 S 60	980
35 S 14 h.p.	245
37 S 14 h.p.	295
38 S 14 h.p.	365
39 S 14 h.p.	458
40 S 14 h.p.	530
46 S 14 h.p.	650
47 S 14 h.p.	745
37 S 16 h.p.	295
38 S 16 h.p.	395
39 S 16 h.p.	455
40 S 16 h.p.	520
46 S 16 h.p.	675
47 S 16 h.p.	775
48 S 16 h.p.	845
48 S 75	860
49 S 75	925
50 S 75	1195
51 S 75	1239
37 S 20 h.p.	395
38 S 20 h.p.	488
39 S 20 h.p.	560

LAND ROVER

49 F	420
50 F	490
51 F	560

S.S.

36 S 12	159
36 S 2½-litre	159
35 T 90	265

SINGER

36 S 9 h.p.	95
36 T 9 h.p.	100
37 S 9 h.p.	155
38 S 9 h.p.	200
39 S 9 h.p.	255
39 F 9 h.p.	260
46 F 9 h.p.	388
47 F 9 h.p.	425
48 F 9 h.p.	466
51 F 9 h.p.	570
38 S 10 h.p.	220
39 S 10 h.p.	265
46 S 10 h.p.	360
47 S 10 h.p.	395
48 S 10 h.p.	475
49 S 10 h.p.	505
37 S 12 h.p.	175
38 S 12 h.p.	269
39 F 12 h.p.	325
48 S 12 h.p.	499
49 S 12 h.p.	535
36 T 1½-litre	310
49 S SM 1500	570
50 S SM 1500	625
51 S SM 1500	780
52 S SM 1500	960

STANDARD

38 S 8 h.p.	175
39 S 8 h.p.	225
40 S 8 h.p.	260
45 S 8 h.p.	310
46 S 8 h.p.	355
46 C 8 h.p.	365
47 S 8 h.p.	399
47 C 8 h.p.	395
48 S 8 h.p.	410
48 C 8 h.p.	395
49 S 8 h.p.	488
36 S 9 h.p.	120
37 S 9 h.p.	170
38 S 9 h.p.	245
39 S 9 h.p.	275
40 S 9 h.p.	330
36 S 10 h.p.	165
37 S 10 h.p.	199
38 S 10 h.p.	260
39 S 10 h.p.	295
41 S 10 h.p.	370
36 S 12 h.p.	175
37 S 12 h.p.	220
38 S 12 h.p.	260
39 S 12 h.p.	295
39 C 12 h.p.	300
46 S 12 h.p.	380
47 S 12 h.p.	455
48 S 12 h.p.	485
48 C 12 h.p.	500
37 S 14 h.p.	245
38 S 14 h.p.	280
39 S 14 h.p.	325
45 S 14 h.p.	400
47 S 14 h.p.	437
48 S 14 h.p.	480
49 S 14 h.p.	565
36 S 16 h.p.	275
48 S Vanguard	545
49 S Vanguard	570
50 S Vanguard	625
51 S Vanguard	745
52 S Vanguard	875
37 S 20 h.p.	225
38 S 20 h.p.	290
40 S 20 h.p.	398

STUDEBAKER

39 S 22 h.p.	365
40 S 22 h.p.	455
41 S 22 h.p.	520
47 S 22 h.p.	985
48 S 22 h.p.	1225
49 S 22 h.p.	1450
36 S 26 h.p.	180
38 S 26 h.p.	288
39 S 26 h.p.	360
41 S 26 h.p.	525
37 S 30 h.p.	120
39 S C'mander	720
47 S C'mander	1300
48 S C'mander	1470
50 S C'mander	1690

SUNBEAM-TALBOT

38 S 10 h.p.	270
39 S 10 h.p.	340
39 C 10 h.p.	355
46 S 10 h.p.	495
47 S 10 h.p.	550
48 S 10 h.p.	625
48 F 10 h.p.	610
48 S 80	670
49 C 80	700
50 S 80	750
50 C 80	775
40 S 2-litre	425
40 C 2-litre	400
46 S 2-litre	560
47 S 2-litre	620
47 C 2-litre	600
48 S 2-litre	685
49 S 90	750
49 C 90	775
50 S 90	825
50 C 90	800
51 S 90	925
52 S 90	995
39 S 3-litre	460
39 S 4-litre	520
40 S 4-litre	585

TALBOT

36 S 10 h.p.	170
37 S 10 h.p.	280
38 S 10 h.p.	285
38 C 10 h.p.	310
36 C 14 h.p.	175
36 S 75	235
36 S 21 h.p.	285
37 S 21 h.p.	360
36 S 105	260
37 S 105	295
36 T 110	360
38 S 3-litre	295
37 S 3½-litre	380
38 S 3½-litre	425

TRIUMPH

36 S 10.8 h.p.	220
39 S 11 h.p.	375
50 S M'flower	680
51 S M'flower	725
37 S 12 h.p.	245
38 S 12 h.p.	310
39 C 12 h.p.	388
37 S 14/60	265
38 S 14/60	285
38 S 1½-litre	295
39 S 1½-litre	360
37 F 14 h.p.	300
38 T 14 h.p.	320
39 S 14 h.p.	345
39 C 14 h.p.	425
40 S 14 h.p.	468
46 S 1800	560
46 T 1800	545
47 S 1800	650
47 T Roadster	600
48 S 1800	665
48 T Roadster	650
49 S 1800	750
49 T Roadster	700
36 S 16 h.p.	230
36 C 16 h.p.	210
37 S 16 h.p.	275
38 S 16 h.p.	340
39 S 16 h.p.	398
49 S Renown	675
49 T 2000	635
50 S Renown	795
51 S Renown	895
52 S Renown	1095

VAUXHALL

38 S 10 h.p.	240
38 C 10 h.p.	225
39 S 10 h.p.	270
39 C 10 h.p.	265
40 S 10 h.p.	350
46 S 10 h.p.	395
47 S 10 h.p.	465
48 S 10 h.p.	535
49 S 10 h.p.	735
36 S 12 h.p.	200
36 F 12 h.p.	188
37 S 12 h.p.	225
38 S 12 h.p.	310
39 S 12 h.p.	325
40 S 12 h.p.	370
46 S 12 h.p.	425
47 S 12 h.p.	470
48 S 12 h.p.	535
48 S Wyvern	615
49 S Wyvern	635
50 S Wyvern	700
36 S 14 h.p.	140
36 C 14 h.p.	135
37 S 14 h.p.	220
37 C 14 h.p.	230
38 S 14 h.p.	265
39 S 14 h.p.	330
46 S 14 h.p.	435
47 S 14 h.p.	475
48 S 14 h.p.	525
48 S Velox	555
49 S Velox	600
50 S Velox	658
36 S 25 h.p.	198
37 S 25 h.p.	260
38 S 25 h.p.	310
39 S 25 h.p.	360

VOLKSWAGEN

47 S 11 h.p.	295
48 S 11 h.p.	340
49 S 11 h.p.	400

WILLYS

36 S 16 h.p.	269

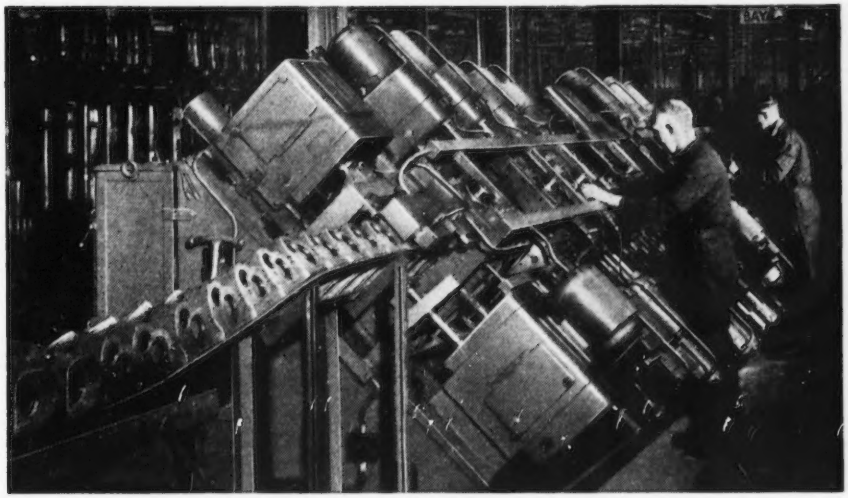
WOLSELEY

46 S 8 h.p.	350
47 S 8 h.p.	395
48 S 8 h.p.	460
36 S 10 h.p.	155
37 S 10 h.p.	185
39 S 10 h.p.	260
46 S 10 h.p.	450
47 S 10 h.p.	525
48 S 10 h.p.	595
36 S 12 h.p.	170
37 S 12 h.p.	260
38 S 12 h.p.	300
39 S 12 h.p.	365
40 S 12 h.p.	388
41 S 12 h.p.	420
46 S 12 h.p.	500
47 S 12 h.p.	585
36 S 14 h.p.	185
37 S 14 h.p.	235
38 S 14 h.p.	250
39 S 14 h.p.	325
46 S 14 h.p.	545
47 S 14 h.p.	555
48 S 14 h.p.	640
48 S 4/50	675
49 S 4/50	720
50 S 4/50	775
37 S 16 h.p.	300
38 S 16 h.p.	388
40 S 16 h.p.	440
37 S 18 h.p.	235
38 S 18 h.p.	275
39 S 18 h.p.	300
40 S 18 h.p.	365
46 S 18 h.p.	475
47 S 18 h.p.	525
48 S 18 h.p.	600
49 S 6/80	695
50 S 6/80	745
51 S 6/80	800
52 S 6/80	895
36 S 21 h.p.	265
38 S 21 h.p.	380
38 L 21 h.p.	565
39 S 21 h.p.	450
40 S 21 h.p.	510
36 S 25 h.p.	245
37 S 25 h.p.	295
38 S 25 h.p.	325
38 L 25 h.p.	495
39 S 25 h.p.	430

NUFFIELD NEWS TOPICS

"THE BRAIN"

Called "The Brain" because it can carry out automatically 28 simultaneous operations, this new mechanical transfer gearbox machine at one of Nuffield's Coventry works is the first of its type installed in this country. At a cost of £60,000 it has replaced 18 other machines and has released the skilled machinists, of whom there is an acute shortage, for other essential work. "The Brain" is engaged on gearboxes for Morris Oxford, which are among Nuffield Export's best-sellers.



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N NUFFIELD PRODUCTS

STRICTLY ENTRE NOUS

by LFJ

Straight tip

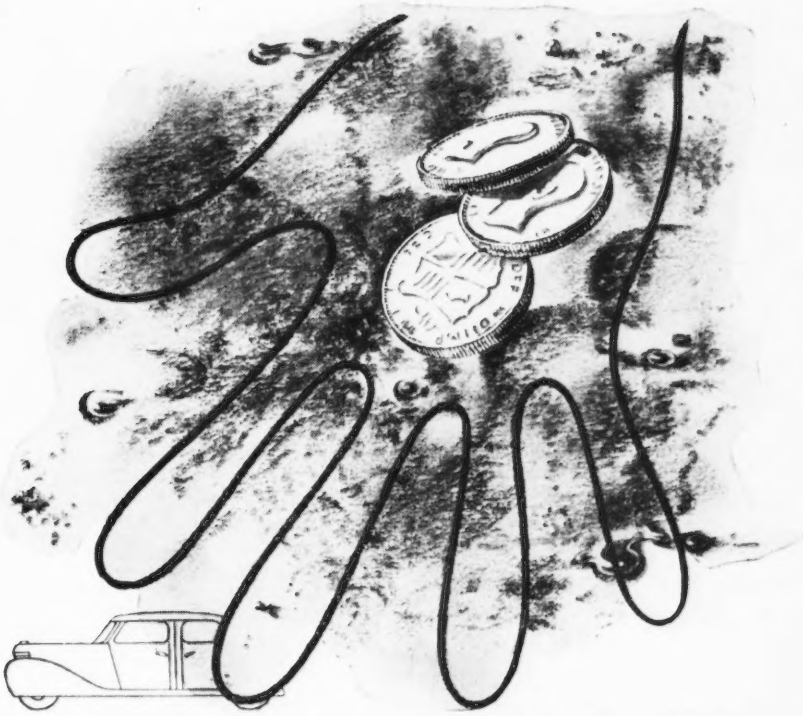
WHAT would the Duke of Edinburgh have said if it had fallen to him to make the opening speech at the Motor Show? Addressing the cycle and motor cycle people on their recent occasion, he told them that they could retain their position in the world markets only if they made full use of modern technology. That the chance was theirs he did not doubt, but in order to exploit it there must be no relaxation of effort, or any complacency. H.R.H., in fact, was very much to the point, and wasted no time on reviewing past achievements known to all, as is sometimes done at such affairs. And my fancy is that his advice to our own industry would be very much the same. Indeed, we can be proud of our record since the war, as well as during it, but we can no more afford to sit back and take it easy than we could seven years ago. Possibly, too, the pattern of the trade may undergo a further change, of a magnitude comparable with that which we have seen —almost incredibly—since 1945. The "good export" of the future may not be quite the same as that of the recent past. And to solve coming problems, and meet all demands, we shall need all the help that the back-room boys can provide.

Service first

A NOTE on the career of the late Eric Stuart Myers appeared in a recent issue. Very many years ago, and quite probably before he started to sell cars, this pioneer Bradford agent used to advertise his business as "The No-Worry Depot." The name has always stuck in my memory, one reason possibly being that he then rather specialised on the Scott motor cycle, which at that time was certainly a machine of moods, as even its admirers admitted! And my youthful mind was greatly impressed by the fact that this Mr. Myers would undertake to keep owners out of trouble. Of course he did not "invent" service, but he was one of the first in the trade, according to my recollection, to publicise his facilities really effectively. For that I shall always remember him. In passing, I should gather that Myers conducted his private life much as he did his business. He sought first to serve his fellow men, very much including those who worked for him, and his passing has clearly been a real grief to many.

The great prospect

WHEN steps are taken to pull the affairs of an individual, or a business, out of the fire, events are apt to follow a stock pattern. On the realisation of the crisis, heads are shaken; fears expressed as to whether the position can be retrieved. A new policy is instituted, and for a while nothing much seems to happen—apart from certain discomforts. Then, one day, it suddenly becomes apparent that the plan has been working. The individual finds that he is out of the red, or nearly; the business again starts showing a profit. Precisely the same happens with nations, and our own is a case in point at this moment. The signs have at last become encouraging, and we can proceed to the next phase, which is that of expansion and the recovery of our greatness. That can prove no easy task. But the British motor industry, which has already achieved so much since the war, can achieve still more. And much more can be done to make the public realise the part this industry plays in the economic life of the nation.



where there's muck, there's money

There was muck in your customer's oil. Muck that became profitable with the fitting of the FRAM OIL CLEANER and has stayed profitable with a steady replacement cartridge business. It's still a winner because, with any oil, FRAM is essential for getting rid of grit, dust and dirt—which it does without destroying beneficial additives. Now, FRAM has produced two other profitable lines: the PETROL FILTER and the COOLING SYSTEM FILTER. These work on the same replacement cartridge principle.

In the National and Motoring Press, we are running a hard-selling campaign, advertising all three filters, selling *your* customers on FRAM. Don't let this profitable business escape you. Stock up on FRAM to meet the demand. Write to us for any information you want.

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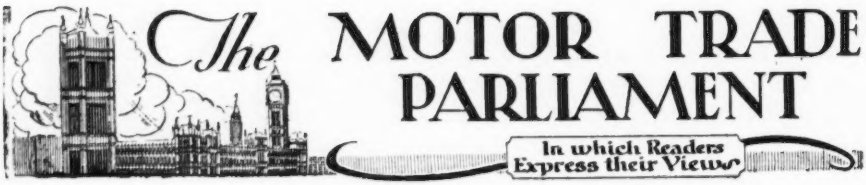

Communications intended for the Motor Trade Parliament should be addressed to The Speaker, "The Garage and Motor Agent," 62 Doughty Street, London, W.C.1.

"Tiger, Show Your Claws!"

SIR,—"Coats off and on with the Job." Well spoken, Harold Smith. But you need not worry. Once the big manufacturers really get the wind up, they will remember that years ago new cars used to be sold in quantities in this little island.

Mr. Dealer will be lucky if he has the time to get his shirt on in the morning, let alone his jacket, before some outside rep. is hounding him to put something extra into stock.

Leave the car-selling problems to the "Big Boys," Mr. President. You yourself can be of the utmost value to the general motor trade by fighting for fair selling terms in all the other things we handle.

Away with this surcharge racket; we're tired of trading at discounts which no other trade would tolerate. Press on with your negotiations with the petrol giants. Why not create a Petrol Retailers' Association, as an independent branch of the M.A.A., designed to give protection to even the smallest petrol retailer, at an annual subscription so low that one and all can afford to join? Aim at 100 per cent. membership. Hammer away at the following grievances and we shall get somewhere.

We pay cash on delivery for every gallon of petrol. The petrol companies say it would tie up millions of pounds to grant us credit. Right, those who pay cash (unlike the commercial users with their credit terms) are entitled to a cash discount. Let's have it.

Wastage. Who can buy a thousand gallons in bulk and manage to sell a thousand gallons in driblets? No one — it can't be done.

In days of rationing, we had a coupon allowance, as this point was recognised. At 1 per cent. loss for every thousand gallons purchased, we have to give away the profit on about 120 gallons, to cover the cost of the petrol and tax which we can never sell.

If rebates on quantities are good for the commercial user, why not for the retailer, also?

Don't believe them if the big companies say they can't get together because of anti-trust laws. They got together pretty smartly when they grabbed half our miserable increased profit award.

Lash your tail, growl a bit, and show your claws. You're just the chap to right our wrongs, and we put our trust in you to do it.

The Shires Motor Co., Ltd.
A. KING-SMITH,
Managing Director.

Banbury, Oxon.

[*In a covering letter, Mr. King-Smith says that his words are expressive of the feelings of a reasonably-sized family business interested not only in car sales but in almost every branch of the motor trade. How many other hon. Members share his views?*—THE SPEAKER.]

Cost Of Replacement Parts

SIR,—We have noted with considerable interest the recent speeches of prominent leaders from the manufacturing side of our business. We are also aware of the most excellent financial results achieved. What we now wish to know is: When are the owners of the products of the factories of a few years back going to have a turn?

The cost to-day of spares and replacements appears to be out of all proportion to the actual nett cost of production. Usually they can only be purchased through the area main dealer, no matter how distant he may be situated.

And what in my opinion is most unsatisfactory is the present idea of handing out only a complete unit, costing quite a fair sum, whereas the actual defective part might cost only a shilling or two, if it could be obtained.

As a rural hon. Member, may I be allowed to remind all those residents in our larger cities that they are dependent on agricultural areas for the main supply of their essential foodstuff requirements, and that

The MOTOR TRADE PARLIAMENT

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it will be uneconomical to continue the production of these unless prime costs can be reduced.

What is sauce for the goose is likewise sauce for the gander, and the present sky-high costs of the hundred-and-one items needed in the maintenance of every type of vehicle just cannot be met on the starvation prices received by our customers for their produce.

COUNTRY REPAIRER.

[*It is indeed most unsatisfactory, as Mr. "Country Repairer" says, that customers are sometimes obliged to buy complete "canned" units when a minor replacement part only would meet the case. "The G. and M.A." has itself drawn attention to the point more than once as an important one affecting the goodwill between the repairing trade and its customers.*—THE SPEAKER.]

The Frameless Car

SIR,—The letter on this subject published in the November 15th issue is interesting, and I feel that some comments might be appropriate in the light of a good deal of experience both on the design and manufacturing side and also on the repair side of the industry.

In the first place, there is no such thing as a frameless car. What your correspondent has in mind, of course, is the type of vehicle in which the frame or load-bearing structure is a part of the all-steel bodywork or, conversely, the bodywork itself is designed as a load-bearing unit.

The alternative is an entirely separate chassis frame on which is mounted a separate body which contributes little or nothing to the strength or rigidity of the finished vehicle and is really simply an enclosure to keep the occupants warm and dry.

The chassisless car is slowly gaining ground and important examples are to be found in production all over the world. This type of construction lends itself to large-scale production of a single bodied type, normally a saloon, and, quite apart from other considerations, a separate chassis frame is often preferred for manufacturing reasons where a range of alternative bodywork is to be fitted. A successful example is the Morris Minor tourer, where additional reinforcement in the floor unit takes the place of the roof structure on the equivalent saloon.

Out of the Past

35 YEARS AGO. "THE G. & M.A." 2/12/17.

BUYING hand-to-mouth is a bit risky. Get good stocks of all motor desiderata. You never know in these keen war-days how long you may be allowed to buy them, or how soon sources of supply may be swallowed up in the nation's big war job.

20 YEARS AGO. "THE G. & M.A." 26/11/32.

COUNTER measures against the misconstruction placed on road accident statistics by judges, coroners, newspapers, spokesmen of public authorities, and other people whose mentality is of the kind that holds guilty any new thing for the consequences of established deficiencies that it may reveal, are demanded of the motor industry. The replies up to now have been feeble and unconcerted, whereas the blame-motoring propaganda is energetically led. Most of the talk about severer punishments for careless drivers is either based on sheer ignorance of the factors that are causing the fearful toll of accidents, or on wilful intention to mislead public opinion away from the responsible parties.

Chassisless or unit construction cars are usually lighter than the equivalent framed vehicle and they make use as a rule of lighter-gauge material more widely distributed than the heavy sheet steel of a separate chassis frame. Early examples of chassisless cars suffered very much from the effects of corrosion of these light sheet metal parts, as wartime experience showed very clearly.

Modern techniques of phosphate coating the whole body by automatic or other means have resulted in a structure which will repel corrosion better than anything previously made on wheels, so that we have every reason to hope and expect our present-day chassisless cars to have durability at least equal to those of other forms of construction.

On the repair side the problem is really one of technique. Typical accidental damage sustained on one corner of the car, in the case of the conventional chassis frame, will often knock the latter out of square. This means removing the body for a complete stripping and squaring-up of the frame; incidentally occupying two car spaces in the repair shop while the job is done.

The unit construction car tends to absorb the damage by crumpling rather than being knocked completely out of square, and by the technique of cutting out whole sections and welding-in replacements (in which

The MOTOR TRADE PARLIAMENT

Continued from page 695

repairers generally are becoming more proficient) the overall job may well be a better proposition from the repairer's point of view than the repair of the same sort of accident on a car with a chassis frame.

It seems likely that both types of construction will continue, depending on the manufacturing policy, plant layout, and other factors which concern its maker including, of course, the type or types of bodywork required.

But from the owner's point of view, and also that of the repairer, it seems likely that there will be little to choose between the two once the attributes and purpose of the two forms of construction are fully understood by all concerned.

G. W. M. LUSH.

Cowley, Oxford.

[*The House has listened with much interest to these comments by a man as experienced as Mr. Lush, who is, of course, Assistant Technical Director of the Nuffield Organisation. His observation that repairers are becoming more proficient in the technique of welding-in replacement sections of unit construction cars will be noted with satisfaction.*—THE SPEAKER.]

"Big Boys" And "Little Boys"

SIR,—Thank you for your footnote to "Old Timer's" letter (November 15th issue).

You hit the nail on the head. The "Little Boy" has not the time to spare and, in addition, he cannot afford to travel 40 to 60 miles to the meetings. Very often when he does get there he gets no backing.

Many of the other "Little Boys" are afraid to speak up against the "Big Boys" and sometimes the "Big Boys" have everything settled before the meetings. When a nasty question comes up they will say "We will let bygones by bygones," and that's that. This actually happened in my case, so I do not now attend the meetings.

Again many thanks to "Old Timer" and to you, Sir.

J. NICHOL.

Armagh, N.I.

[*In view of Mr. Nichol's forthright way of speaking his mind in this House, I would have thought that opposition at trade association meetings would only have increased his determination to attend the meetings. A pity that his voice is no longer heard at them.*—THE SPEAKER.]

Who Invented The Carburetter?

SIR,—Surely the Maybach carburetter, alleged to have been copied from the ordinary water cistern, was a distinct type?

What about surface carburetters, wick carburetters, etc.? Did these types anticipate Butler or Maybach? The "Automobile," 1903 edition, page 18, distinctly attributed the invention to Debouteville and Malandin, and the date February 12th, 1884.

As a mere student reading about these things, thirsting for information, can Mr. Nixon or any other authority inform me what fuel was used by Lenoir in 1862, who is stated to have driven a car from Paris to Joinville in three hours using a gas-motor fed with carburetter aid?

Is there any real authority for this information, or specification of the vehicle?

COACHBUILDER.

[*Over to you, honorable historians!*—THE SPEAKER.]

Catering At Earls Court

SIR,—Now that the Motor Show for 1952 is over, I should like to bring up a matter, my views on which I am sure will be endorsed by many others who attend these functions—i.e., the catering at Earls Court.

I do not know what our foreign visitors think of it, but as one who has attended these shows at Earls Court I am disgusted.

I well remember the shows held at Olympia when one really obtained a good meal at a reasonable price. Surely the S.M.M.T. could insist on a better deal for visitors here.

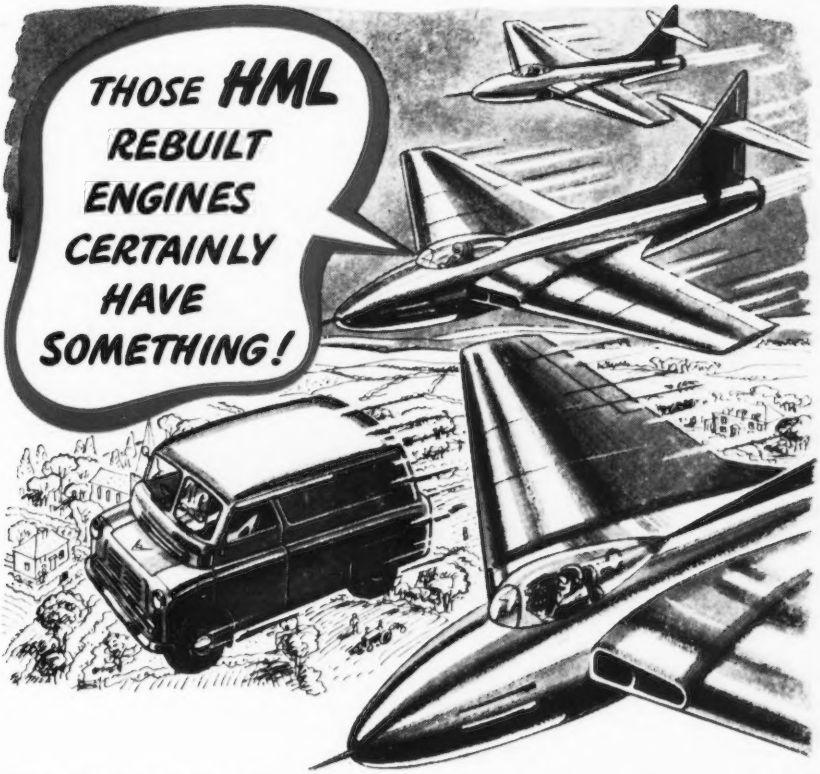
I should like to hear the opinions of others.

F. NEWTON.

Southborough, Kent.

[*Our contributor, "L.F.J.," has already had something to say on this score in "Strictly Entre Nous." What do other hon. Members think about it?*—THE SPEAKER.]

North British Rubber Co., Ltd., have appointed **T. A. Bayliss** as assistant to the Tyre Sales Manager. For the past two years Mr. Bayliss has been District Tyre Manager in Bristol, but on taking up his new duties he will operate from the Wolverhampton office of the company.



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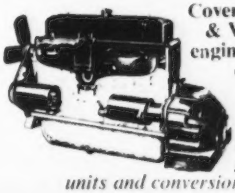

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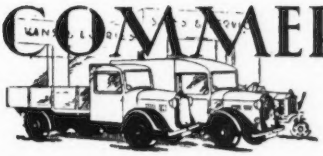

By "Transit"

Next date

SOMEONE lately wrote that agriculture should be a main preoccupation in Britain as a cure for the country's economic ills. There is a good deal of sense in that contention, and much undoubtedly remains to be done for our farming, despite the advances made during the past dozen years or so. The real fact of the case has been that we had more reclamation to do than was at first appreciated. It is only of comparatively recent times, for instance, that marginal land has received much attention.

Considering the possibilities that still exist for further mechanisation, that subject can also be recommended as a preoccupation for the motor industry, again as a palliative for hard times. No agent, certainly, should attempt to go into the tractor business merely as a temporary stopgap, but if he sets out to develop it as a permanent activity, then there should be considerable opportunities ahead of him.

Any who desire to acquaint themselves further with this branch of the trade cannot do better than visit the Smithfield Show, which opens at Earls Court on Monday week, December 8th. It will continue for five days, closing on the evening of the 12th.

The prospects

Smithfield certainly promises well, and over 350 different manufacturers will exhibit farm implements and machinery of all types, including horticultural as well as farm tractors. The whole show which, of course, includes a large section devoted to livestock, will occupy a space of some 11½ acres. This year an even greater number of visitors are expected from overseas, and this London exhibition seems well on the way to becoming the most important of its kind in the world.

Among the new exhibits will be the new version of the Fordson Major tractor, designed for commercial haulage. Yet another is a half-track model of the diesel-powered Turner. The tracklaying equipment is of Cuthbertson make; actually, the machine is a prototype, but it is expected to be in production fairly shortly.

Agricultural engineers are developing their products rapidly, and several firms will be exhibiting at the Smithfield for the first time. Among them will be some that have been well known on the retail side of the motor industry since the very early days.

Not so simple

When considering the Bill now before Parliament, it is well to remember that it is concerned with the whole transport system, of which the road section is only a part A reminder of that fact seems advisable, as it is evidently being overlooked by some. Much comment on the measure, and a major proportion of the criticism (other than that of a purely political character), would appear to be based on the assumption that the Government has only the affairs of the haulage trade to consider. The problem happens to be a great deal more complex.

It must, in fact, be remarked that not a few of the critics seem to have no thought for any interests other than those of their own branch of industry. That this very narrow outlook persists is certainly far from encouraging. In the opinion of many knowledgeable judges, it contributed not a little to the imposition of the bureaucratic control on road transport that was later succeeded by the nationalisation scheme of the Labour government.

* * *

A further rise in the number of C-licence vehicles in use is shown, not unexpectedly, in the latest statistics issued by the Transport Ministry. Operators now number over 414,000, as compared with fewer than 400,000 a year ago.

* * *

Diesel railcars in use in Northern Ireland show a saving of over 1s. a mile in running costs in comparison with the steam trains that they replaced. As converted rolling stock is in service which is heavier than necessary, the figure is not the best that might prove obtainable. Engines providing the power are Leylands, similar to those fitted to road vehicles.

The Motor Industry's News

CALLER FELL INTO GARAGE INSPECTION PIT

BUT JUDGE RULES HE WAS A TRESPASSER

DAMAGES CLAIM FAILS

A CASE of interest to garage proprietors who run day and night car-hire services came before Lord Justice Birkett, sitting as an additional judge of the Queen's Bench Division last week.

Mr. Edward Leftwich, of Kendall Avenue, Sanderstead, Surrey, sued Carr Bros. Garages, Ltd., of High Street, Purley, Surrey, alleging negligence and breach of duty as a result of which he suffered injuries at their garage in the early hours of January 1st, 1951.

The defence was a denial of the allegations and it was contended **that Mr. Leftwich was a trespasser and wandered about the garage and workshop in darkness without any regard for his own safety.**

Mr. Leftwich in evidence said that, with his wife, he visited friends at Purley on New Year's Eve, 1950. With the object of obtaining a car to take them home he went to defendants' garage about 12.30 a.m. being aware that they ran a day and night car-hire service.

He entered the garage and called out, but receiving no reply, walked towards a light, which he thought came from the office. **While passing between two cars he fell into a vehicle inspection pit and suffered injuries.**

Mr. Patrick O'Connor, who appeared for defendants, submitted that Mr. Leftwich had failed to establish a case of negligence and breach of duty. **By going into the workshop he was not an invitee but a trespasser.**

Lord Justice Birkett, in his judgment, said that, although defendants advertised a day and night hire service, that was not an invitation to anyone to stroll into their workshop where there were cars and inspection pits.

Such a view as that was contrary to common sense. So far from being an invitee Mr. Leftwich had no right to be there at all.

He took no care for his own safety and it was his own fault. He was a trespasser and the only course he (his Lordship) could adopt was to enter judgment for Carr Bros. Garages, Ltd., with costs.

GIVE USED-CAR SALES DATA

Whatever may be the system ultimately introduced to control allowances for used cars accepted in part exchange for new cars, it can only be effective and accurate if it is backed up with adequate and accurate data of used-car values, say the B.M.T.A.

It has been decided to start at once collecting and recording the retail sale prices of used cars. Within the next few days forms will be circulated to all distributor, main dealer and new-car dealer members for their use in reporting used-car retail sales to the association.

The B.M.T.A. stress the importance of sending in these details promptly and accurately. **It is equally important that every distributor and new-car dealer member should report every used car sold retail.**

EXPORT CREDIT FACILITIES

Long-term credit facilities offered by foreign sellers of commercial vehicles in export markets was the subject of a question in the House of Commons by Mr. Edelman (Coventry, North), who instanced that exporters in competition with foreign sellers found that customers require long-term credits and, **in certain cases, particularly in South America, customers were receiving five and 10-year credits which were not available for British products.**

Mr. Mackeson, Secretary for Overseas Trade, said that in the case of South America, the Government had gone very wide with regard to this matter, and that the time would come when the House would have to face a Supplementary Estimate in connection with these credits.

MOTOR INDUSTRY'S NEWS

15 COUNTRIES IN 5 DAYS

SUPER SNIPE'S WINTER ATTEMPT

Stirling Moss, Britain's champion racing driver, is leading a team which will drive a new production Humber Super Snipe saloon night and day through 15 European countries in five days. This is a distance of 3,352 miles from Norway to Portugal, and calls for an average speed of 40 miles per hour, inclusive of frontier formalities and stops for refuelling.

The car will start from Oslo, Norway, at 2 a.m. G.M.T. on Tuesday next.

The car will use Shell petrol and Shell X-100 oil which will be bought from garages en route.

Much of the route can be expected to be snow-bound at this time of the year, particularly the 7,503ft. St. Julier Pass in Switzerland. In this sector six passes are encountered in 70 miles.

The route is from Oslo into Sweden, Denmark, Germany, Belgium, Luxembourg, France, Switzerland, Austria, Italy, Yugoslavia, and Spain to Portugal, and includes Liechenstein, Trieste and Monaco.

1953 SCOTTISH SHOW

Scottish Motor Trade Association have provisionally decided to hold a Motor Show in Scotland from Friday, November 13th, to Saturday, November 21st next year.

All that the association now await is the final approval of the Society of Motor Manufacturers and Traders.

EXPORT INCENTIVE SCHEMES

GOVT. OPPOSED TO PRACTICE

Calling attention to the difficulties confronting British exporters, particularly the motor industry, as a result of the export subsidies offered to foreign competitors by their national governments, Mr. Edelman (Coventry, North), asked the President of the Board of Trade, in the House of Commons, what protests he had made against these practices.

In reply, Mr. Mackeson, Secretary for Overseas Trade, said the Government were opposed to the use of export subsidies, overt or concealed, and in all inter-Governmental discussion of this subject **it would remain their constant endeavour to secure that the freedom of governments to use such subsidies was strictly limited.**

Mr. Edelman then asked the Minister if he was aware of the serious decline in motor exports due partly to German competition aided by export bonuses and taxation remissions.

He also referred to the recent resolution of the International Monetary Conference protesting against these measures, and asked what support the Government had given to this protest.

Mr. Mackeson said the British representative gave the very strongest support to the resolution, which the Government regarded as a very serious matter. **He knew that neither industry nor hon. Members would wish to take any action which might encourage a mad subsidy race throughout the world.**

£2,000,000 SAVED. — Looking at some of the posters which have helped the Austin Staff and Workpeoples' National Savings Group to collect no less than £2,000,000 are (l. to r.) D. J. Cresswell, Midland Regional Commissioner, National Savings; T. C. Pearson, J.P., M.B.E., Chairman, Birmingham Savings Committee; and F. R. Simmonds, Organising Secretary of Austin Staff and Workpeoples' Savings Group. Photograph was taken this week at a luncheon held at the Austin Works.

MOTOR INDUSTRY'S NEWS

Show Date

Smithfield Show, Dec. 8th to 12th, at Earls Court, London. Organisers, Smithfield Show Joint Committee, 148, Piccadilly, London, W.1.

CHLORIDE BATTERIES DANCE

The motor trade in the Midlands were well represented among the 530 guests at a buffet dance given by Chloride Batteries, Ltd., at the Grand Hotel, Birmingham.

The event was organised by the firm's Birmingham depot and the guests were received by area Sales Manager **T. M. Rignall**, and **Mrs. Rignall**.

Among the guests were **N. Ellerbeck** and **E. Broom**, of Simms Motor Units, Ltd., Birmingham; **Major Pickin** of Midland Vehicles, Ltd., Leamington Spa; **L. A. Treece**, of Electric Vehicle Service Co., Ltd., Birmingham; **F. Gardner**, of Leyland Motors, Ltd., Birmingham; and representatives of the transport departments of several local authorities.

A feature of the evening was a demonstration of square dancing by a team of dancers drawn from the staff of the firm's Birmingham depot, whose display followed only two hours' rehearsal the previous afternoon.

N.-WEST M.A.A. SOCIAL

Cumberland and Westmorland Division of the Motor Agents' Association held their annual dinner-dance at the Royal Oak Hotel, Keswick, last week.

Divisional Chairman **E. V. Seddon**, of Carlisle, presided, and among the guests were **George Holloway**, of the North-Eastern Division, and **Mrs. Holloway**.

The evening proved a most enjoyable one and this was due in a large measure to the excellent work of the committee and the M.C.s, Divisional Vice-Chairman **F. Allison**, and **J. J. Armstrong**, Divisional Delegate.

On and after December 1st the **Southern Tyre Inspection Centre** will be transferred from Battersea, London, to Chadwell Heath Lane (corner of Roxy Avenue), Chadwell Heath, Essex, to which address all communications from that date should be sent.

NUFFIELD NOW DELIVERING 1947 ORDERS

P.-TAX IS A DETERRENT

In his first statement as Chairman of the British Motor Corporation, Ltd., **Lord Nuffield** says, in a reference to the increased number of vehicles being placed on the home market, that all the marketing companies in the corporation have a large backlog of orders for home sales.

He adds that they are now delivering the less expensive models against orders placed as long ago as 1947.

"There is, however, abundant evidence that the present rate of purchase tax is proving a deterrent, particularly as our customers are well aware that **purchase tax has recently been reduced on some manufactured goods which were diverted from export to home sales.**"

Expressing concern regarding the replacement of fixed assets, particularly plant and equipment, at current high prices, Lord Nuffield states that this problem has been with us far too long and calls for very serious consideration by the Chancellor.

"The strain on industry's capital resources through the continued exorbitant rate of taxation on companies' profits is having a cumulative harmful effect."

BRIGHTON LADIES' NIGHT

FIRST FOR MID-SUSSEX M.A.A.

First ladies' night to be organised by the Mid-Sussex Section of the Motor Agents' Association took place most successfully at Brighton last week.

Proposing the toast of the "Mid-Sussex Section" at a dinner preceding the dancing, **J. C. Archer** recalled the history of the Mid-Sussex Section, and said he had noticed that section meetings were best attended in times of trouble. He thought that meetings in the near future would be very well attended.

Speaking to the ladies, he urged them to see that their husbands attended meetings, for to do so was in their own interests and in the interests of their businesses.

Chairman **A. W. Lee** of the Mid-Sussex Section replied to the toast with a fund of amusing stories. Toast of the "Guests" was proposed by Chairman **S. W. Payne** of the South-Eastern Division and responded to by Assistant Secretary **T. Collet** of the Motor Agents' Association.

MOTOR INDUSTRY'S NEWS

"CAR EXPORT POSITION OVERSCARED"

SAYS SIR REGINALD ROOTES

Although it was often said car exports were drying up, the position had been overscared, said **Sir Reginald Rootes**, Deputy Chairman of Rootes Motors, Ltd., when opening the new parts department of Wolverhampton Motor Services, Ltd.

An industry capable of building up so large a production and sales organisation overseas since the war was obviously far from lacking in enterprise and efficiency. His own organisation were now selling twice as many cars in the North American continent — mostly in the United States — as at this time last year.

Home deliveries of cars would in future be governed at no predetermined pace, but would fluctuate in accordance with the almost daily fluctuations in overseas markets. Some might begrudge the priority now accorded to the export market, but Sir Reginald was convinced that the motor industry could only prosper if the largest proportion of its output went overseas.

This policy would also benefit the home market, not only by resulting in better and cheaper cars but also by broadening the minds of the country's governors so that they no longer regarded the motor trade solely as a source of revenue.

"AHEAD OF THE TIMES"

The Mayor of Wolverhampton, Councillor **H. Fullwood** of Staffordshire Motor Tyre Co., congratulated Wolverhampton Motor Services on their new project. They were not content to keep abreast of the times, but kept ahead of the times.

Thanking the two previous speakers, Managing Director **C. R. Bishop** of Wolverhampton Motor Services recalled how 23 years ago he went to Maidstone to learn the retail motor trade at Rootes, Ltd., and there his nose was kept well and truly to the grindstone.

The connections of the Rootes Group with the retail motor trade meant that they realised better than some manufacturers the problems confronting the retail side.

Speaking of the new stores, Major Bishop said it had been conceived a long time ago but building restrictions had delayed its completion. Their aim was not so much the stocking of a large number of parts but the ability to produce the right part at the right time by efficient stock control.

LINDLEY PROVING POPULAR

USED BY 1,000 CARS A QUARTER

More than 70 firms were now making use of the facilities at the Motor Industry Research Association's proving ground at Lindley, and over a 1,000 vehicles a quarter were being tested there, said **Lord Brabazon** at a luncheon of the association in London on Wednesday.

Lord Brabazon was deputising at very short notice for the Minister of Transport, Mr. A. T. Lennox-Boyd, who was in bed with bronchitis.

Proposing the toast of "The Motor Industry Research Association," he said when the new high-speed track was finished next spring, the British motor industry would possess the best proving ground in the world.

Replying to the toast, **Sir Reginald Rootes**, President of M.I.R.A., said the testing ground at Lindley now covered more than 600 acres. The premises on the Great West Road had now been sold, which was very fortunate, as the total cost of the new premises at Lindley would be more than half a million pounds.

YOUNGEST 25th.—Youngest member to complete 25 years' service with the Goodyear Tyre and Rubber Co., Ltd., is Advertising Manager Roy Watson, who is seen here receiving a gold watch from Sales Director A. S. Bishop. He also received the Goodyear gold service pin.

MOTOR INDUSTRY'S NEWS

NEW REPAIR MANUAL

FOR BRITISH CARS

A new repair manual was introduced into this country on Tuesday. Hitherto published only in Australia to meet the demand for repair data for British cars, the 1952 edition of the British Repair Manual has now been made available over here.

The present issue contains complete overhaul, repair and maintenance procedure with exploded diagrams and other illustrations, for 42 British models, co-operation having been received from 22 individual manufacturers. Material on other makes and models will be issued in the form of supplements as soon as details are made available.

There are 730 pages, size 15in. x 10½in., strongly bound in durable rexine in loose leaf form, allowing for supplements to be added.

Initial subscription to the manual is £16 16s., and supplements will be issued at nominal rates, subscribers being notified as and when they become available.

The British Repair Manual, which is published by the Scientific Magazines Publishing Co. (Australia), is handled in this country from 16, Berkeley Street, London, W.1, and by the New Era Publishing Co., Ltd.

Rolls-Royce, Ltd., have declared an interim dividend of 5 per cent., less tax, for the year ended December 31st.

OIL FIRMS' U.S. AGREEMENTS

NOT A MATTER FOR MONOPOLIES COMMISSION

Mr. Chetwynd (Stockton-on-Tees) asked the President of the Board of Trade in the House of Commons if he would refer the international agreements of British oil companies to the Monopolies Commission for the purpose of investigating the information which the Government considered contrary to international courtesy to produce to the U.S.A. Department of Justice.

Refusing the request, Mr. Strauss, Parliamentary Secretary to the Board of Trade, pointed out that a reference to the Monopolies Commission which sought information about the affairs of the companies marketing oil in this country **would have to be limited to the supply and processing of oil products in the U.K. and exports of oil products from this country.**

BEN WILLMOTT HONOURED

Following his retirement some months ago from the position of Municipal Sales Representative for Karrier Motors, Ltd., for the Eastern and Midland Counties, **W. B. ("Ben") Willmott** has been presented with an inscribed tankard and a cheque as a token of appreciation from Rootes distributors in the area he covered.

The presentation was made recently by Chairman and Managing Director **F. H. Olorenshaw**, of the Norwich Motor Co., Ltd., on behalf of his fellow distributors, in the company's showrooms at Norwich.

DISTRIBUTORS' THANKS. — W. B. Willmott, former Municipal Sales Representative for Karrier Motors, Ltd., in the Eastern and Midland Counties, receives a presentation tankard from Managing Director F. H. Olorenshaw, of Norwich Motor Co., Ltd., on behalf of distributors in the territory. (Report above.)

MOTOR INDUSTRY'S NEWS

P-TAX PROTECTION SCHEME EXPECTED SOON

M.A.A. URGE MEMBERS TO APPROACH MANUFACTURERS

NOVEMBER COUNCIL MEETING

AT the November council meeting of the Motor Agents' Association it was stated to be understood that most of the Big Six firms will soon be in a position to introduce schemes whereby their distributors and dealers will be protected against loss caused by reduction or cancellation of purchase tax. Sale or return is one method approved by the Customs and Excise.

Serious concern was expressed at the money now tied up in purchase tax. The amount might already be as much as £5,000,000, it was estimated, and that sum might go up rapidly in the near future as more cars came into stock.

The M.A.A. are urging their members to take up the question most strongly with manufacturers who have not so far shown any signs of introducing a scheme.

Other items on the agenda were:—

Petrol profit.—The association is trying to show the petrol companies that the profit on branded petrol should be in proportion to that already obtained on pool petrol.

Petrol pumps.—Concern is being expressed that petrol pumps do not maintain their accuracy and the M.A.A. are trying to encourage pump makers to produce pumps which will keep accurate for longer periods than at present.

Wage rates.—Hopes that the trade unions had "seen the red light" and would not be pressing the claim for a "substantial" increase which they made last June, have been dashed by a further approach from the unions.

Motor cycle tyres.—Motor cycle tyres are now in course of being brought within the price maintenance framework by adding them to Rule 31.

B.M.T.A. Price Book.—A memorandum is to be issued setting out the methods proposed for arriving at "accurate market values." The B.M.T.A. are collecting information so that a price book can be published if one is asked for.

Period of Grace.—The period of grace for compliance with the distribution scheme requirements has been extended to December 31st, 1953. It applies to established pre-war traders only in respect of workshop area, and they cannot be appointed as dealers unless they have a showroom of the required size. In the case of established pre-war dealers it applies not only to workshop area but also to the provision of a showroom. Pre-war retailers appointed dealers prior to February 1st, 1947, are permitted to retain their status as dealers during the period.

Training and Education.—Executive member W. I. White, presenting a report on training and education, said that courses of training for automobile electricians were now being set up, a good start having been made in the Metropolitan Division. It is now under discussion whether separate certificates are to be issued, or whether they will be supplementary to the mechanics' certificates.

A suggestion for an apprenticeship training scheme for storekeepers has been referred back in the hopes of getting a scheme acceptable to all.

Employers of boys who hold National Craftsman's certificates and who do their military training with R.E.M.E. are asked to tell these boys to state their qualifications when joining up. R.E.M.E. will not automatically make them Grade 3 mechanics, but will put them through an examination without preliminary training. Of 33 such boys who joined up between June and September, only two failed to make the grade.

It is hoped to develop a system of contributory colleges to supplement the number of approved colleges at which mechanics' courses can be taken. At the present time 8,000 motor mechanic students are attending technical colleges in Great Britain.

WAGE RATES

BECAUSE of a number of misunderstandings which have arisen, the Motor Agents' Association have issued a reminder that the increase of 2d. per hour in the general engineering industry, operating as from this month, has nothing whatever to do with the motor repairing trade.

MOTOR INDUSTRY'S NEWS

SEPTEMBER VEHICLE PRODUCTION AT A GLANCE

CARS	Export	Home	Total	Weekly Average	1938 Weekly Average	Nine Months to Sept., 1952 Export	Home	Total
Sept., 1952	24,074	20,755	44,829	8,966	6,500	219,315	104,960	324,275
Sept., 1951	36,420	8,058	44,478	8,896	6,500	273,606	79,847	353,453
COMMERCIAL VEHICLES								
Sept., 1952	12,021	11,947	23,968	4,794	—	95,406	75,153	170,559
Sept., 1951	14,627	8,410	23,037	4,608	—	116,516	67,898	184,414
AGRICULTURAL TRACTORS								
Sept., 1952	7,301	3,805	11,106	—	—	70,689	25,033	95,722
Sept., 1951	9,201	1,963	11,164	—	—	79,236	24,072	103,038

"SUPPORT THE SOCIAL SIDE"

APPEAL AT PETERBOROUGH M.A.A. LADIES NIGHT

An appeal for more support of social events was made by **W. T. ("Tom") Groom**, a past-chairman of the S.E. Midland Division of the Motor Agents' Association and an M.A.A. pioneer, at the ladies' night dinner and dance of the Peterborough Section at Huntingdon on Friday last week.

"These social efforts deserve much more support than they get," he said. The younger members were doing a lot of hard work organising these functions to help to keep the rest of the younger people interested.

Mr. Groom was proposing a toast to the Peterborough Section. The response was by Divisional Chairman **P. W. Rainbow**.

Toast to the guests was proposed by Section Chairman **C. A. Robinson**, the reply to this being by Assistant Editor **Roy Savill**, of the "Garage and Motor Agent." Toastmaster was Divisional Secretary **S. A. Melville**.

M.P. for Huntingdon, Mr. David Renton, was unable to leave London in time to be present at the dinner, but his wife was there and he joined the party later.

SHELL FILMS IN BIRMINGHAM

Three films were shown by Shell-Mex and B.P., Ltd., to an exceptionally large gathering from many parts of the Midlands—including many members of the motor trade—in Birmingham on Monday.

The films, all concerned with motor racing, were "Brands Hatch," "Looking Ahead" and "Le Mans, 1952," introduced by **G. B. Howard Rice**, Shell-Mex and B.P.'s Midland Division Sales Manager.

PERSONALS

Stanley Cooper, late of Crossley Motors, Ltd., and Assistant Engineer to the Road Haulage Executive, Manchester, has joined the technical sales staff of Specialloid, Ltd.

The Nuffield Organisation have appointed **J. Tatlow** as General Manager of Morris Commercial Cars, Ltd., in succession to **W. Gordon Graham**, who is retiring from that position. The post of General Manager of Riley Motors, Ltd., and M.G. Car Co., Ltd., at Abingdon, which Mr. Tatlow relinquishes, will be filled by **J. W. Thornley**, previously Assistant General Manager there.

Deputy District Manager **J. B. Y. Hill**, for the Brixton, London, branch of the Dunlop Rubber Co., Ltd., has been promoted District Manager there, in succession to **G. R. Dexter**, who died recently. Mr. Hill, who joined Dunlop 26 years ago, went to Brixton as Deputy District Manager in 1948.

Secretary **H. G. Carter, A.C.A.**, of Lancashire Dynamo Holdings, Ltd., has been appointed to the board of the company.

Managing Director **W. R. Black**, of Park Royal Vehicles, Ltd., has been appointed Chairman of A.C.V. Sales, Ltd., in succession to **Sir Robert Fryers**, who by mutual consent has severed his connection with the group as Chairman and Managing Director of A.C.V. Sales Ltd., and as a Director of Associated Commercial Vehicles, Ltd.

Export Manager **Wilfred Newland** of Simms Motor Units, Ltd., has flown on a business trip to Johannesburg. He will spend five weeks in the Union, contacting operators of Simms equipment and visiting main service depots for Simms products in Johannesburg, Capetown, Durban and Welkom.

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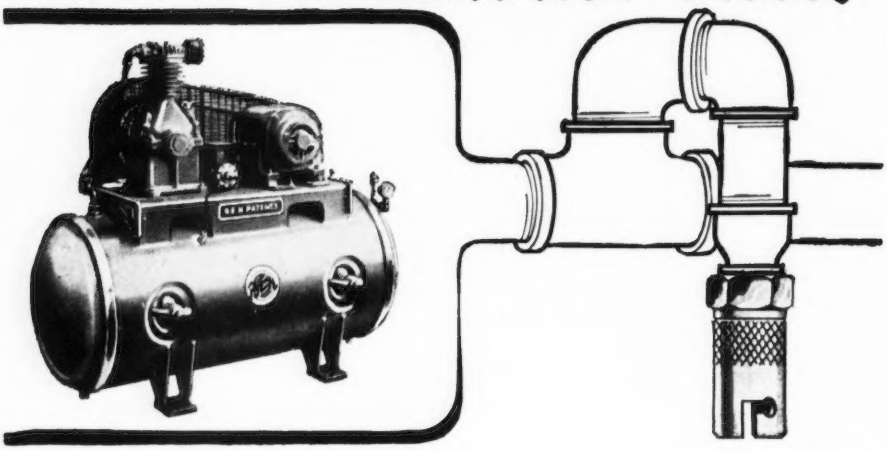

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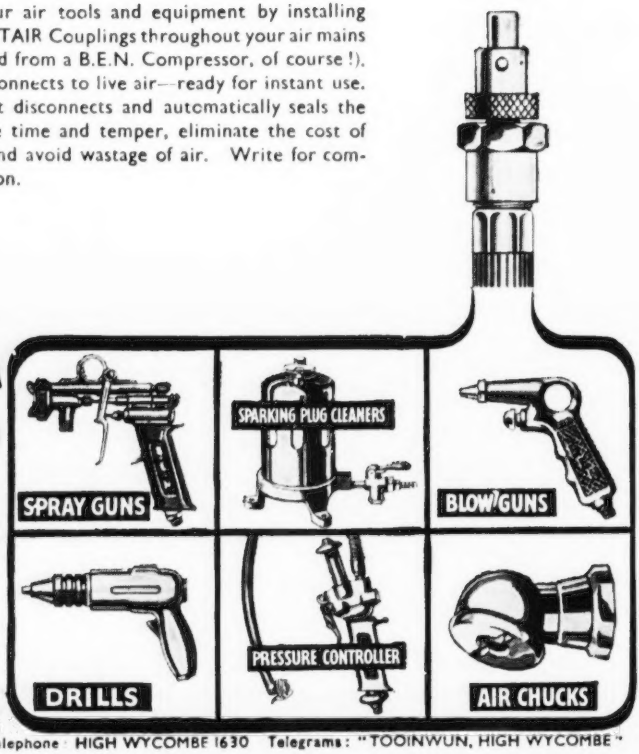

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MOTOR INDUSTRY'S NEWS

What's On

MOTOR AGENTS' ASSOCIATION

Dec. 10th.—Western Counties Division dinner-dance, 7.30 p.m., The Berkeley Cafe, Bristol

Dec. 12th. — Dales Section dinner-dance, Golden Lion Hotel, Northallerton.

INSTITUTE OF THE MOTOR INDUSTRY

Dec. 12th.—Suffolk Region annual dinner-dance, at the Great White Horse Hotel, Ipswich.

W. LONDON MOTOR TRADERS' ASSOCIATION

Dec. 10th.—Christmas dinner. The Clarendon, Hammersmith, London.

COVENTRY MOTOR AGENTS UNION

Dec. 13th. — Annual dinner at the Masonic Hall, Coventry.

REGENT MARFAK WEEKS

Stourbridge Motor Co., Enville Street, Stourbridge, are holding a Marfak service week during the week beginning December 1st. The object of the week is to prepare customers' cars for winter motoring, and to ensure a change of engine oil to the correct winter grade.

White Bros. (Epsom), Ltd., are holding a Show Week from December 8th to 13th at their premises in East Street, Epsom. One window display will feature a Cooper Special and another will show the full story of Marfak lubrication. Regent films will also be shown each day.

COMING SERVICE WEEKS

Service weeks being held during the week beginning December 1st are:—

Nuffield. — **Wadham Bros., Ltd.,** Southampton, for Wolseley owners, and **Appleyard of Leeds, Ltd.,** Leeds, for Morris owners.

Kennings, Ltd.—Group trading profit for the year ended June 30th, £358,451, compared with £356,996 in 1951. Tax, £191,364 (£201,299); depreciation, £13,824 (£12,008); nett profit, £144,423 (£135,264). Final ordinary dividend 10 per cent., less tax, making 16¼ per cent., less tax, for the year (equal to 32½ per cent. paid in 1951 on the then smaller capital).

REST OF THE NEWS

:: :: **Lighting-up Times (Greenwich): Saturday, November 29th, 4.26 p.m. Saturday, December 6th, 4.22 p.m.**

:: :: **Car P-Tax Receipts.** — Receipts of purchase tax from passenger cars in the first six months of the present financial year amounted to about £26,000,000, stated the Chancellor of the Exchequer in Parliament.

:: :: **West Country M.A.A. Functions.**—Devon Division of the M.A.A. are holding their annual dinner-dance on January 16th at the Palace Hotel, Torquay, and the Cornwall Division their annual dinner on January 17th, at the Hotel Bristol, Newquay.

:: :: **Membership Record.** — Membership of the Motor Agents' Association at October 31st, 1952, was 16,059, which was 504 above the total of 12 months ago.

:: :: **Cycle Show Attendance.**—Attendance figures at the Cycle and Motor Cycle Show, at Earls Court, which closed on November 22nd, totalled 183,082. This was an increase of 7,609 on last year and the second highest on record.

:: :: **Australia Lifts Parts Control.** — Motor vehicle parts were among the wide range of goods lifted from export prohibition controls by the Australian Minister for Trade and Customs last week.

:: :: **1953 Brussels Motor and Cycle Show.** —The 36th Brussels Motor and Cycle Show will be held at Les Grands Palais du Centenaire from January 17th to 28th next year.

:: :: **Nuffield Child Safety Book.**—The Nuffield Organisation have issued the 11th edition of the children's safety booklet "Look Before You Leap." The booklet describes in rhyme and coloured drawings the road traffic misbehaviour of "Sammy Hare." Copies are available free to educational authorities and teachers from Publicity Stores, Central Publicity Department, Morris Motors, Ltd., Cowley, Oxford

:: :: **Handling Oil Seals.**—Burtonwood Engineering Co., Ltd., ask us to give the reminder that sales of their oil seals to the replacement trade in this country are handled exclusively by Hall and Hall, Ltd., under their trade name Hallite. Burtonwood handle original equipment business direct and also the overseas replacement business.

TORTUOUS TALKS on TRADE TOPICS

by "Jhansi"

Illustrated by "Betts"

This is an electrifying subject

Critical issue

IGNITION—that's it. One moment, nothing doing. The next, by a complex train of events, there's an explosion.

There are many stories within stories when you ponder upon the internal combustion engine. One of the most interesting is that relating to *electric* ignition. The unwinding of the story is perhaps easier when you've worked in the shops long enough to have seen the contest between the various types of wipe-contacts and trembler coils, low- and high-tension magnetos, down to modern coil ignition.

Sit back now and grip the nearest anchorage, whilst I deliver a shattering profundity. Yes, indeed, for no matter what the type of ignition, its exact setting or firing point has become increasingly critical.

. . . whereupon some of its horses disappeared.

Of course, its not for me to say much about ignition, because nowadays you chaps have such scientific aids. You now, I believe (or do I?), have instruments that tell you the weight of the spark, the density in millimetres and the temperature in pounds per square inch. I cannot rise to such dizzy heights. Additionally, you have excellent technical data on the book giving the *theoretical* timing point.

So be it, everything is in your favour whereas I still work to rule-of-thumb. Driving one's own car regularly over well-known roads and hills is quite as good a test, coupled with pinking, acceleration and consumption, as any diagram.

Frequent complaints

After many years of general repair shop work I had a very chastening period in a large electrical service station where everything was at beck and call. The ignition equipment could, if desirable, be tested to destruction. Spiflicators and their hobgoblin operators were two-a-penny, for nothing was lacking. There was one snag, however, since the management had laid down (for good reasons) that cars should not be regularly road-tested by the staff.

Let me say that complaints were frequent. The fitters were, of course, setting the ignition by ear in most cases, when racing the engine. It's easy enough to produce one of those pretty diagrams on paper but not always easy to work to it in practice. Moreover, if you could, it might still need varying to suit conditions not envisaged by the draughtsman. Road work is the answer.

Now to the present. Once again my

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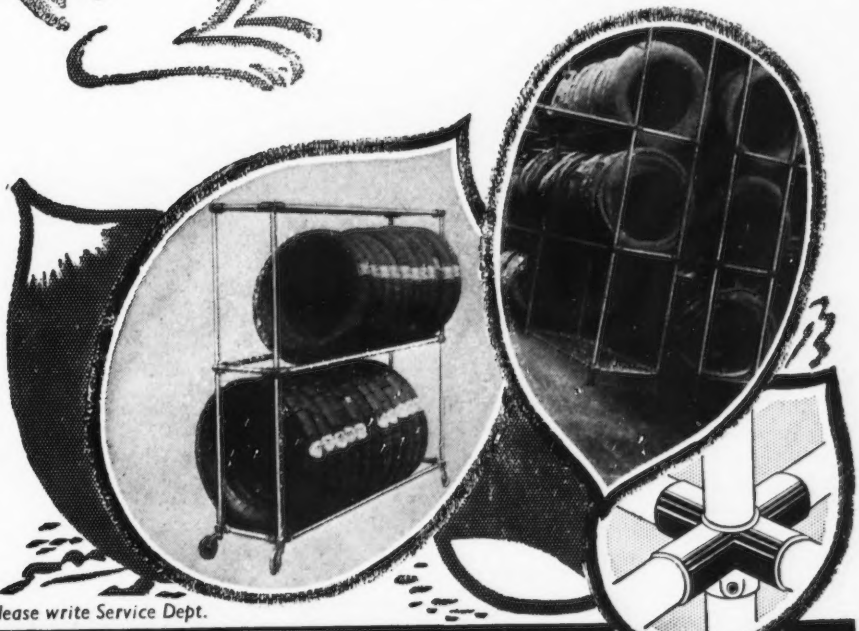

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car has been decarbonised, whereupon some of its horses disappeared. I expected more, not fewer! For the umpteenth time, after work in service stations in many counties, I got out eventually and reset the ignition on a suitable test road. The horses came back to the stable, and consumption was improved. What bothers me is this. It has happened to me so often as a customer of some garage that I now *expect it*, and that is not a healthy sign.

Odd, isn't it, with lectures, factory schools, endless electrical aids and so on, that these difficulties exist? Actually it isn't so odd, for *teaching* fitters is an endless process as generation succeeds generation. Tom gives way to Bill and trouble begins all over again! You learn, and unlearn as the days roll on. The wider your experience the less dogmatic you should become. If not, the experience has taught you nothing.

So, having taken *your* medicine gentlemen, and with the general public in mind, once again I plead on their behalf for better ignition work. I seek nothing for myself.

Motor Trade Commercial Report

COUNTY COURT JUDGMENTS

THE returns given below have been obtained from the Registry of County Court Judgments. **The Register does not differentiate between actions for damages and those for debts, or otherwise show in any case the nature of the dispute which may have made reference to the Court for its decision desirable.** Also, it is not known whether the judgments have been satisfied at this date of publication, but in many instances the amounts may have been settled between disputants and paid. **Further, the persons sued may have been acting for the defendants in representative capacities, and the claims may not have been against them personally; alternatively, the proceedings may have been personal matters unconnected with the businesses whose addresses have been used.**

J. N. Armistead, Kendal Rd. Garage, Kirby Lonsdale, via Carnforth, Lancs, motor engr. £19 13s. 6d. Oct. 16.

Bells Hire Service, 38, Elizabeth St., Cheetham, Manchester, motor dlrs. £10 5s. Sept. 3.

Bexleyheath Automobiles, Ltd., r.o. 103, Cannon, St., London, E.C.4. £29 5s. 6d. Oct. 9.

W. Brennard, 11, Cornwall Place, Marton, Blackpool, garage propr. £21 6s. 7d. Oct. 14.

H. Broughton & Sons, Kelbrook Rd. Garage, Barnoldswick, via Colne, Lancs, auto. engrs. £18 9s. 7d. Oct. 21.

C. Burris (t.a. Burris & Green), The Garage, Penmaen Rd., Pontllanfraith, Mon, garage propr. £25 10s. Oct. 15.

Carr Bros. Garages, Ltd., High St., Purley, Surrey. £13. Oct. 17.

Cazaly (Motors), Ltd., r.o. 51/3, Belsize Lane, Hampstead, N.W.3, motor engrs. £12 0s. 6d. Oct. 8.

V. Cooper, 22, Catherine Rd., Higher Crumpsall, Manchester, 8, motor engr. £20 1s. 3d. Oct. 13.

C. E. Corby, 96, Station Rd., Oakley, nr. Bedford, motor engr. £19 14s. 6d. Oct. 14.

T. H. Dowler, 61, Longwood Rd., Barr Common, Aldridge, Staffs, motor engr. £15 14s. 8d. Oct. 9.

Dunley Hill Garage & Engineering Co., Ranmore Common, Dorking Rd., Dorking, Surrey. £40 15s. 11d. Oct. 2.

J. Element, 67, Fazeley St., Birmingham, motor engr. £19 15s. 4d. Oct. 3.

T. J. Evans, Brickwood Garage, Trefnant, Denbs, auto. engrs. £19 12s. Oct. 17.

E. T. Grant, 114, Queens Rd., Leicester, motor engrs. £31 10s. Oct. 8

J. F. Grassby, King St., Barton-on-Humber, Lincs, motor engr. £15 14s. 10d. Oct. 13.

G. Green (t.a. Wagon & Horses Garage), 35, Gladstone St., Bristol. £134 11s. Oct. 6.

L. Hardy, Swifts Yd., Kings Cross St., Halifax, garage propr. £21 0s. 5d. Oct. 7.

J. P. A. Hassell (t.a. Redcliff Auto Bodies (Repairs)), Georges Lane, Redcliff, Bristol, 1, auto. engrs. £12 9s. Oct. 15.

H. Hunt, 62, Inkersall Green Rd., Brimington, nr. Chesterfield, motor engr. £53 16s. Oct. 15.

Mansfield Garage, Mansfield Rd., Ilford, Essex, auto. engrs. £29 2s. 6d. Oct. 10.

S. J. Meads, Todsbrook, Great Parndon, Harlow, Essex, garage propr. £31 6s. 2d. Oct. 10.

W. H. Myers, 47, High St., Yeadon, Yorks, motor engr. £19 5s. 6d. Oct. 13.

Park Garage & Service Station, Middleton Rd., Higher Crumpsall, Lancs, motor engrs. £21 18s. Oct. 14.

P. Pilniak, Grimley, nr. Worcester, motor engr. £17 1s. 3d. Oct. 15.

— **Powderhill,** Newton Rd. Garage, Newton Rd., West Bromwich, motor engr. £22 11s. Oct. 14.

S. W. Scott, Cockfield, Suffolk, motor engr. £10 18s. 6d. Oct. 13.

G. Smith & Son, Jubilee Garage, Baxenden, Lancs, motor engrs. £58 0s. 8d. Oct. 1.

D. W. Voy & Son, Bridge St. Garage, Leadyard, Darlington, garage proprs. £34 14s. Oct. 2.

INCREASES OF CAPITAL

Dutton & James, Ltd., Chester.—Increased by £9,700, beyond the reg. cap. of £8,000.

Power Diesels, Ltd., Weybridge, Surrey.—Increased by £2,000, beyond the reg. cap. of £5,000.

R. A. Dyson & Co., Ltd., Liverpool.—Increased by £105,000, beyond the reg. cap. of £20,000.

NEW COMPANIES

William Jones (Anglesey Motor Mart), Ltd.—Private co., reg. Nov. 7. Cap., £3,000. To acquire the business of motor engrs. and dlrs. and motor garage proprs. carried on at Llanfairpwll as William Jones (Anglesey Motor Mart). Directors: Mary E. Jones, D. Owen, E. Pritchard, D. F. Owen, J. E. Evans. Reg. office: Anglesey Motor Mart, Llanfairpwll, Anglesey.

Epic Construction, Ltd.—Private co., reg. Nov. 6.

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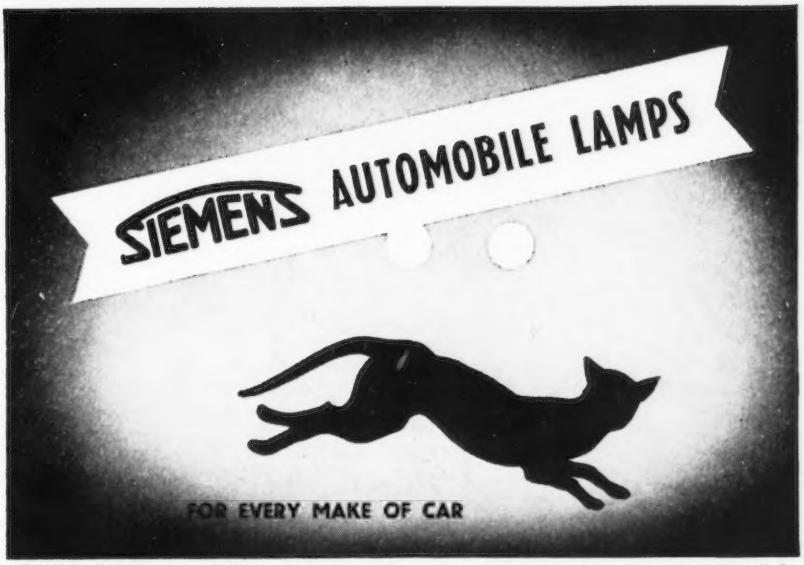

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Motor Trade Commercial Report—*Continued*

Cap., £2,000. To carry on the business of manfrs. and repairers of, letters on hire and dlrs. in caravans, trailer caravans, motor cars, etc. Directors: T. G. Seton, Doris C. A. Seton, W. E. E. Owens. Reg. office: District Bank Chambers, 12a, New Broadway, Ealing, W.5.

Abbott Motors (Poplar), Ltd.—Private co., reg. Nov. 18. Cap., £1,000. To carry on the business of manfrs. and dlrs. in automobiles, motor cars, lorries, etc. Directors: R. Rowland, Mrs. E. E. Rowland. Solrs.: Belmont & Co., 120, East India Dock Rd., E.14.

Lightfoot's Garage, Ltd.—Private co., reg. Nov. 19. Cap., £7,500. To acquire the business of a motor engr. carried on by W. Lightfoot at Carlisle, as Lightfoot's Garage. Directors: W. Lightfoot, Mrs. M. Lightfoot. Reg. office: Riding School, Lowther St., Carlisle.

Winterwell Panel Beating Co., Ltd.—Private co., reg. Nov. 18. Cap., £750. To acquire the business of a coach trimmer, upholsterer and panel beater carried on by W. E. Pickard as Winterwell Coach Trimmers, upholsterers and panel beaters, at Crofton Ave., Horfield, Bristol. Directors: W. E. Pickard, Evelina E. Pickard. Reg. office: 47, Muller Rd., Horfield, Bristol, 7.

Caravans (Rugby), Ltd.—Private co., reg. Nov. 18. Cap., £1,000. To carry on the business of dlrs. in, agents for and hirers and manfrs. of caravans, motor vans, etc. Subscribers: C. T. Barratt, G. M. Phillips.

W. & W. Remoulds, Ltd.—Private co., reg. Nov. 7. Cap., £100. To carry on the business of retreading, remoulding and recapping and distributing giant motor car, motor cycle and cycle tyres and tubes, etc. Directors: C. Wheatley, R. Wood. Reg. office: 14/18, Queen Victoria St., E.C.4.

Lamb's (Coachbuilders), Ltd.—Private co., reg. Nov. 13. Cap., £100. Subscribers: D. G. Lamb, G. O. Royle. Solrs.: Slaughter & May, 18, Austin Friars, E.C.2.

B.M.T.A. Stop List

Following alterations have been made to the British Motor Trade Association Stop List, during the week ended November 22nd, 1952:—

ADDITIONS

Boyce, L. See Wells Engineering Co.

Wells Engineering Co. (Propr.: L. Boyce), 82, Jeffreys Rd., Clapham, S.W.4. See L. Boyce.

DELETIONS

Colmar, C. H., 36, Howard Rd., Southampton, and Clover Field, Kings Somborne, Hants.

Harrison, G. R. O., 57A, Harrington Gardens, Kensington, S.W.7.

Monza Cars (London), Ltd. (Directors: G. R. O. Harrison and J. R. M. Boothby), 151, Strand, W.C.2.

AMENDMENT

Pemberton, R. A.
Add the following address to this entry:—
7, Mayfield Ave., Kenton, Middlesex.

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This is a $\frac{1}{2}''$ Square Drive Socket Set specially made up for the Motor Trade at a moderate price.

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Speed Brace, Bar Handle, Short "T" Adapter, 6" Extension, 12" Extension. 21 Bihexagon Sockets covering Whitworth sizes $\frac{3}{16}''$ to $\frac{5}{8}''$ and American sizes $\frac{7}{16}''$ to $1\frac{1}{16}''$ AF and in addition one 14 mm. Double Depth Plug Spanner.

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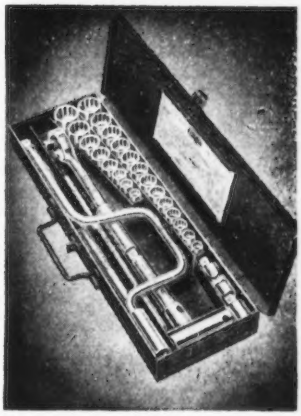

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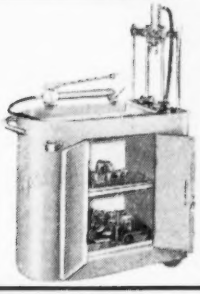

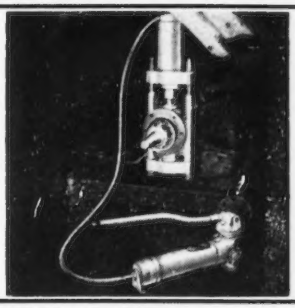

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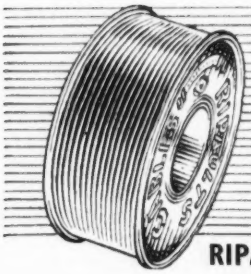

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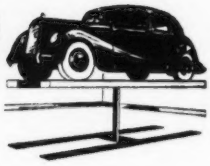

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